Commercial future editorial

By cap hpi

September 2025

Future market overview - new light commercial

This is the cap guide to future residual values for light commercial vehicles. Individual forecasts are provided in pounds and percentage of list price for periods of twelve to sixty months with mileage calculations up to 200,000.

Vehicle condition parameters

All prices in LCV Future Residual Values relate to disposal values for models in cap Average Condition - complying with most of the following requirements:

- In a reasonable condition given its age and mileage.
- Requires some work other than routine cleaning and servicing to bring it up to retail standard.
- Mechanically sound.
- Current MOT test certificate or needs only routine wear and tear item replacements to obtain one.
- May require some repainting but not major body repair.
- Vans and pick-ups to be fitted with a full substantial lining from new.
- Interior dirty and untidy, but not damaged.
- Capable of being brought up to 'Clean Condition' with minimal work.
- Including all relevant documentation, especially V5.

Options

There is a facility to add option pricing to the forecasts. These cover a large selection but are by no means exhaustive. Individually, options can both add to and subtract from the value of standard specification models. Many options applied to the same vehicle will not necessarily be worth the sum of their individual values. Therefore, care must be taken with highly specified models. All values provided by cap-hpi assume that a vehicle appears as it would on the manufacturers pricelist and do not include factory fit manufacturer options or other equipment such load covers, racking, beacons etc.

Vehicle excise duty (road tax)

The cost of vehicle road tax for light goods vehicles and the differences in taxation between light goods vehicles classed as cars are beyond the scope of this document. You can access detailed information from the DVLA by pasting the following link into your browser. https://www.gov.uk/government/organisations/driver-and-vehicle-licensing-agency.

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VAT

cap hpi car and VAT Qualifying vans values are inclusive of VAT. The remainder of commercial vehicle values outside our VAT Qualifying sector are exclusive of VAT; however, VAT might not apply in all circumstances where it is included within our values, please refer to the HMRC website. You can access detailed information from the HMRC website to determine your or vehicle seller's/buyer's own VAT position regarding the vehicle values. cap hpi shall not be liable in any way whatsoever in respect of any VAT related claims or liabilities, arising either directly or indirectly, from third parties or otherwise. By using cap hpi services, values, data, or products you understand and agree that you shall have the sole accountability and liability in determining your or vehicle seller/buyer's VAT positions and that you hereby irrevocably waive all liability and claims against cap hpi concerning any VAT matters.

Company van benefit in kind tax

The rules regarding the differences between cars and vans for tax purposes are complex and best understood by reading the relevant pages on the HM Revenue & Customs website. In summary, different 'benefit in kind' tax rules apply to both company cars and company vans. It is crucial to understand that a van is a vehicle that is primarily suited for the conveyance of 'goods or burden', not people.

New model ranges added for September 2025

BEV – Maxus E Deliver 9, Citroen e-Dispatch, Peugeot e-Expert, Vauxhall Vivaro Electric, Isuzu D-Max EV, Ford E-Transit, Fiat E-Ducato, and Volkswagen ID. Buzz.

ICE – Ford Ranger, Ineos Quartermaster, Dacia Duster, Iveco Daily, and Peugeot Expert.

Seasonal adjustment before forecasting

Before any reforecasts or changes to our economic modelling, future residual values in this edition of CAP forecasting are on average 1% lower compared to the August edition reflecting the predicted plate/seasonal trend. Dependent on the extent of any reforecasts and/or changes in our economic mask, the overall final average month on month movement may sometimes be significantly different to the change caused by this seasonal adjustment.

Sector reforecasts

This month, we publish new reforecasts for the All Terrain Workhorse and All Terrain Lifestyle SUV sector. Please note, due to the different types of vehicles in these sectors it is likely that models will have moved differently. Please check the guide for precise details of any changes we have made.

In addition to any amendments carried out, because of the continual evaluation process, each sector will be reviewed in line with the reforecasting calendar shown below. Due to the nature of the BEV landscape, we have made the decision to increase the frequency of when we review the Electric sector so to ensure forecasts are as accurate as possible. The frequency will continue to be under review and adjusted accordingly.

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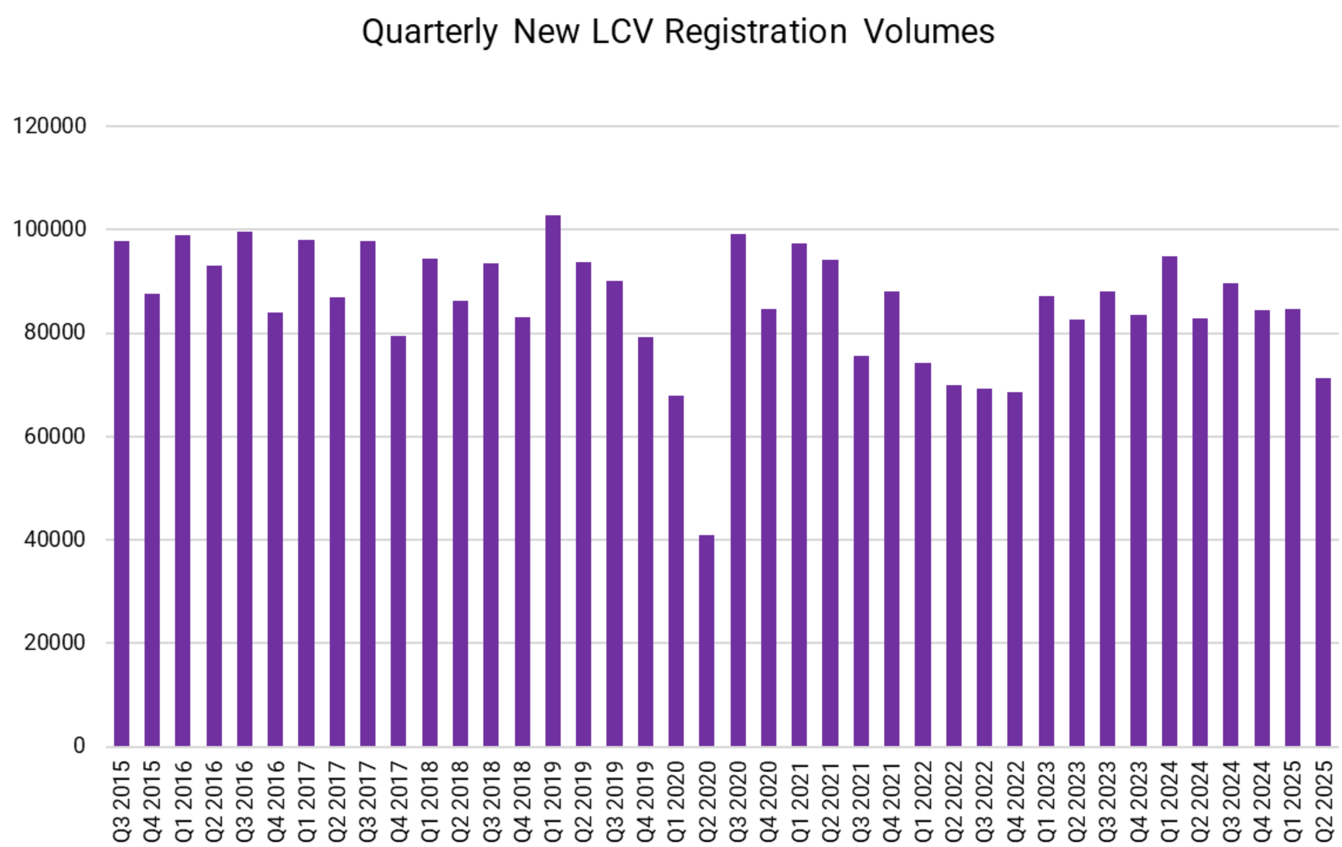
MONTHLY PRODUCT	SECTOR
Oct-25	Minibus, VAT Qualifying & Electric
Nov-25	Micro Van, City Van
Dec-25	Small Van & Medium Van
Jan-26	Large Van, Over 3.5t & Electric
Feb-26	Chassis Derived & Forward Control Vehicles
Mar-26	All Terrain Workhorse & All Terrain Lifestyle SUV
Apr-26	Minibus, VAT Qualifying & Electric
May-26	Micro Van & City Van
Jun-26	Small Van & Medium Van
Jul-26	Large Van, Over 3.5t & Electric
Aug-26	Chassis Derived & Forward Control Vehicles
Sep-26	All Terrain Workhorse & All Terrain Lifestyle SUV

New LCV registrations by quarter



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Forecast changes this month

SECTOR	MAKE/MODEL	36Y/60K REFORECAST	SEASONAL %	Average % August 2025 – September 2025
All Terrain Lifestyle SUV	Ford Ranger	-3.0%	4.0%	1.0%
All Terrain Lifestyle SUV	Isuzu D-Max	10.0%	4.0%	14.0%
All Terrain Lifestyle SUV	KGM Musso	-1.0%	4.0%	3.0%
All Terrain Lifestyle SUV	Volkswagen Amarok	-2.0%	4.0%	2.0%
All Terrain Workhorse	Land Rover Discovery	10.0%	4.0%	14.0%
Electric	Maxus eDeliver 9	7.0%	4.0%	11.0%

Future light commercial vehicle pricing model

The cap guide to future light commercial vehicle values is based upon a model of the used light commercial vehicle market and its reaction to changes in economic factors and industry trends. Relationships between factors affecting used light commercial vehicle prices and the sensitivity to the changing economy or model trends were derived and expressed in an econometric form.

One of the most important aspects is the information gathered concerning the fundamentals that lie behind each purchase. No one buys a commercial vehicle purely as a cosmetic driven purchase. It is bought primarily to bring an economic return from the purpose for which it is designed. This basic premise is the reason why one vehicle will sell for more, or less, than another given the perception of the buyer as to the fitness of a vehicle to undertake a particular task.

To develop a responsive model the basic approach to the production of future residual values relies on econometric estimation. To facilitate this approach some assumptions obtained from research have been made on what is cause and what is effect. The accuracy of the data is also of primary importance although care must be taken as to their behaviour and underlying reasons for change. Generally, therefore, the approach is empirical with many lessons learned from historical analysis. Overlaying the model are dynamic elements that give rise to clear and explicit predictions.

Many models and theories that use econometric estimation can often be criticised for not incorporating the behaviour of used light commercial vehicle buyers. It is their attitudes, experience and prejudice that determine the values attained by a vehicle. To develop a working, effective model of the used light commercial vehicle market the knowledge provided by used light commercial vehicle professionals on the trends in the market are essential.

The working model, therefore, is a logical development of the research carried out on the used light commercial vehicle market and factors affecting values. The economic factors that have been used to forecast forward have been detailed in the earlier sections. The future residual values, in pounds and percentages, are hence dependent upon the views expressed therein on the development of the UK economy and the used light commercial vehicle marketplace.

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