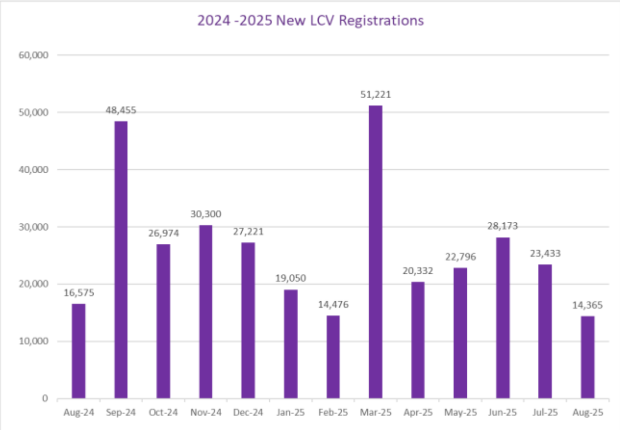
October 2025

LCV market overview

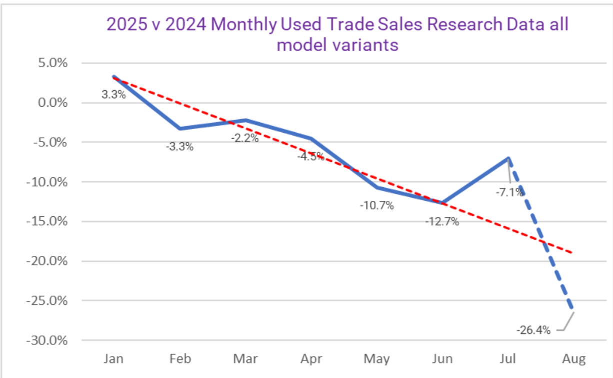
August New LCV registrations down by 13.3% year on year



According to the August report from the SMMT, New LCV registrations were down by 13.3% (2,210) compared to August 2024.

As of the end of August this year, 193,846 new LCVs were registered, compared to 218,884 for the same period in 2024. That's a year on year deficit of 25,038, (11.44%).

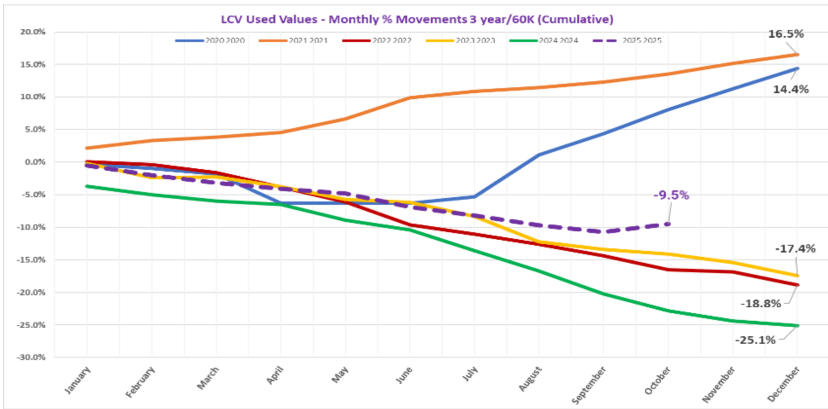
Trade sales research data downturn continues



The downturn in the new LCV market has significantly affected the supply of used stock to the wholesale market. This chart clearly shows the impact this has on trade sales each month.

Stock shortages normally mean that market prices will increase, but for most of the year they have been on a downward trajectory, apart from the blip in July which was caused by a large de-fleet.

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



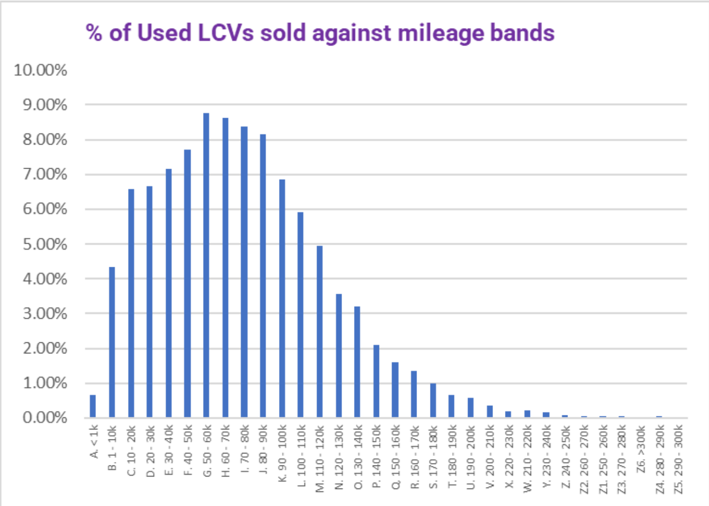
This chart shows the striking contrast in guide price movements between 2020 and 2025. It reflects how they peaked in 2021, at the height of the COVID-19 pandemic, then rapidly fell to more sustainable levels by the end of 2023.

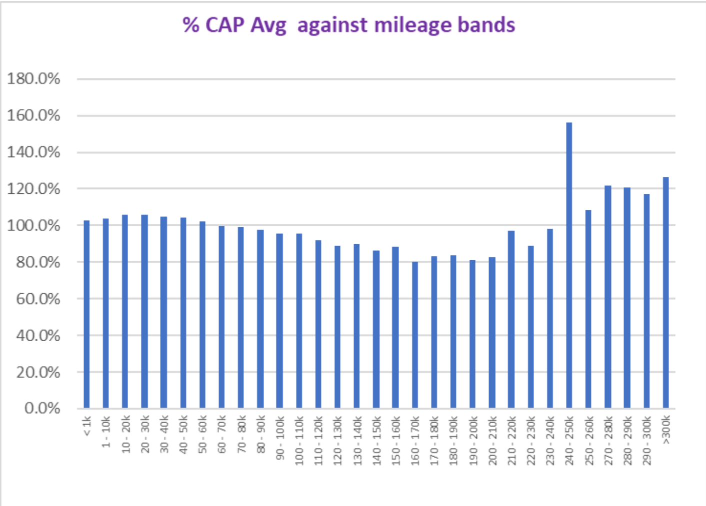
The purple dotted line represents the cumulative guide price movements as of October 2025 (-9.5%) and shows a definite uptick in the average guide prices.

Commercial editorial

By cap hpi

High mileage vehicles





The vertical axis of the first chart shows the percentage of used LCVs sold against mileage bands on the horizontal axis. The mileage bands start at 1K and increase in 10K increments up to 300K.

The second chart uses identical scales for the mileage bands on the horizontal axis. The vertical axis shows the average CAP performances for each of the mileage bands.

In this edition we have revised the mileage depreciation rates of some models to reflect the changes in market sentiment towards older higher mileage vehicles

By comparing both charts it's clear that the bulk of the research data for last month, on average, was within acceptable performance parameters against CAP average guide prices.

For what it's worth

As used stock volumes decline across all LCV sectors, the prices being paid for good, clean low mileage vehicles have significantly increased, however, such vehicles are becoming harder and harder to find.

With no other options, buyers seem resigned to accept current market conditions by bidding on high mileage and damaged vehicles they would have completely ignored only a few weeks ago.

Vehicles with more serious mechanical problems are not selling due to the high cost of repairs and spare parts. One auction official we spoke to recently told us that, in all his many years of auctioneering he had never known there to be so many non-runners presented for sale.

Auction houses continue to emphasise the importance of a fully documented service history, preferably stamped by a main dealer, in order to achieve top prices. This is particularly applicable to high mileage wet-belt engine vehicles.

What to look out for in this edition

Generally, there is an expectation that guide prices will go down each month to reflect the natural ageing of vehicles. There is also an assumption that trade buyers attend auctions with the intention of buying at less than book. That all changes in this edition! On average guide prices have gone up by 1.2% at 3 years 60K and by 1.4% overall.

Commercial editorial

By cap hpi

LCV Sector	3Yr60k	Overall
Micro Van		-1.2%
City Van	-1.0%	-1.0%
Small Van	2.0%	1.3%
Medium Van	2.4%	2.5%
Large Van	0.5%	0.9%
E City Van	0.0%	0.0%
E Small Van	0.0%	0.0%
E Medium Van	0.3%	0.3%
E Large Van	0.0%	0.0%
E Chassis - Derived	0.0%	0.0%
E 4x4 Pick-up Lifestyle SUV		0.0%
E Mini-bus		0.0%
E Vat Qualifying	0.0%	0.0%
Over 3.5T	1.5%	1.5%
All Terrain Workhorse	-1.0%	-1.0%
Forward Control Vehicle	1.0%	1.1%
Chassis - Derived	1.9%	2.1%
All Terrain Lifestyle	1.4%	1.0%
Mini-bus	-4.3%	-5.0%
Vat Qualifying	3.0%	2.4%
Overall Average Movements	1.2%	1.4%

This table outlines the guide price movements you can expect in this edition of the guide. For the majority of sectors, guide prices have either increased or remained stable.

Electric Vehicles (EVs) are steadily becoming more popular amongst trade buyers, particularly as the supply of diesel and petrol vans continues to dwindle. In some cases, buyers are stumbling into purchasing EVs almost by accident, drawn in by the strong value proposition they offer. Adjustments made in previous months have started to align prices more closely with buyer expectations, and September reflected that — delivering stronger results overall, with some models even creeping above guide values.

Guide price adjustments - September edition

Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
City Van	-1.0%	-1.1%	-1.0%	-1.0%	-1.0%
Small Van	0.4%	1.1%	2.0%	1.9%	0.7%
Medium Van	0.7%	1.6%	2.4%	3.0%	4.5%
Large Van	-0.1%	0.9%	0.5%	0.9%	2.5%
Chassis - Derived	1.7%	1.4%	1.9%	2.3%	3.7%
All Terrain Lifestyle	0.3%	0.5%	1.4%	1.3%	1.1%
All Terrain Workhorse	-1.0%	-1.0%	-1.0%	-0.9%	-1.0%
Mini-bus	-7.0%	-5.6%	-4.3%	-3.7%	-3.9%
Vat Qualifying	0.4%	1.8%	3.0%	3.2%	3.0%

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.

Indicative guide price movements by fuel types

Fuel Types	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
Diesel	0.7%	1.2%	1.3%	1.7%	2.6%
Petrol	-0.3%	-0.2%	0.5%	0.8%	0.4%
Electric	0.0%	0.0%	0.1%	0.1%	0.1%
Petrol Parallel PHEV	1.2%			-0.9%	-1.0%
Petrol Series PHEV	0.0%	0.0%	0.9%	2.9%	3.0%
Petrol/Electric Hybrid	-0.9%	-1.1%	-0.9%		

Indicative guide price movements by battery electric sector

BEV Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
E City Van			0.0%	0.0%	0.0%
E Small Van	0.0%	0.0%	0.0%	0.0%	0.0%
E Medium Van	0.1%	0.2%	0.4%	0.8%	1.3%
E Large Van	0.0%	0.0%	0.0%	0.0%	0.0%
E Chassis - Derived	0.0%	0.0%	0.0%	0.0%	0.0%
E 4x4 Pick-up Lifestyle SUV	0.0%	0.0%	0.0%		
E Mini-bus					0.0%
E Vat Qualifying	0.0%	0.0%	0.0%	0.0%	0.0%

Commercial editorial

By cap hpi

Average guide price movements for October – all powertrain sectors

All Powertrains - Overall Average Movement +1.4%
All Powertrains - 3year 60K Average Movement +1.2%

Diesel ICE Powertrain - Overall Average Movement +1.5%
Diesel ICE Powertrain - 3year 60K Average Movement +1.3%

Petrol ICE Powertrain - Overall Average Movement +0.2%
Petrol ICE Powertrain - 3year 60K Average Movement +0.5%

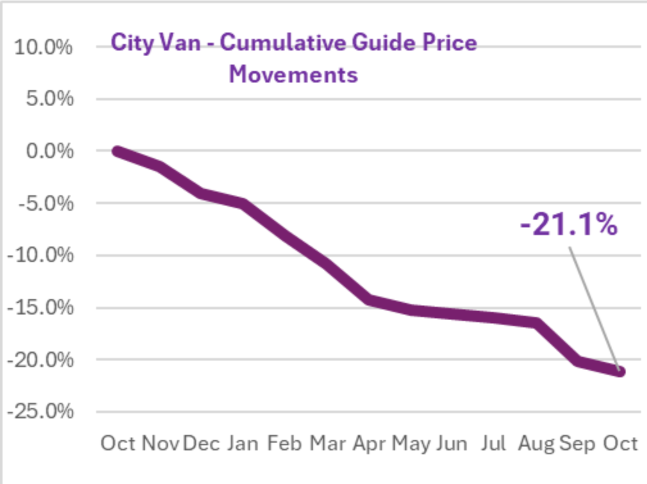
BEV Powertrain - Overall Average Movement +0%
BEV Powertrain - 3year 60K Average Movement +0.1%

Best-selling City Vans by sales volume

42522	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Trend Van [6 Speed] (18-23)
42524	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 100ps Limited Van [6 Speed] (18-23)
41923	CORSAVAN DIESEL (2014 - 2018) - 1.3 CDTi 16V 95ps ecoTEC Van [Start/Stop] (17-18)
43638	FIESTA PETROL (2018 ----) - 1.0 Ecoboost 125 Sport Van (18-)
45293	TRANSIT COURIER PETROL (2014 - 2023) - 1.0 EcoBoost Leader Van [6 Speed] (19-23)
42519	TRANSIT COURIER PETROL (2014 - 2023) - 1.0 EcoBoost Limited Van [6 Speed] (18-23)
55439	COROLLA PETROL (2022 - 2023) - 1.8 VVT-i Hybrid Commercial Auto (22-23)
30869	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Van (14-18)
43639	FIESTA DIESEL (2018 - 2020) - 1.5 TDCi Van (18-20)
26326	FIESTA DIESEL (2012 - 2017) - 1.6 TDCi ECOnetic Van (12-15)

City van - guide price adjustments by manufacturer

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



Commercial editorial

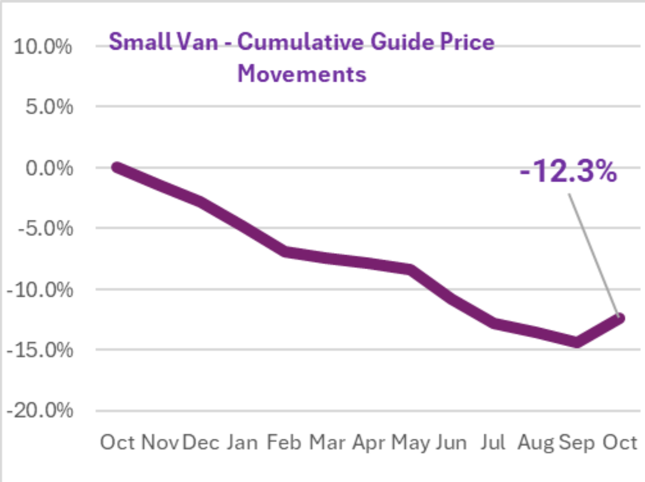
By cap hpi

Best-selling Small Vans by sales volume

44398	PARTNER STANDARD DIESEL (2018 - 2024) - 1000 1.5 BlueHDi 100 Professional Van (19-21)
44219	COMBO CARGO L2 DIESEL (2018 - 2024) - 2300 1.5 Turbo D 100ps H1 Sportive Van (19-21)
11464	COMBO DIESEL (2001 - 2011) - 1700 1.3CDTi 16V Van [75PS] (06-11)
44218	COMBO CARGO L1 DIESEL (2018 - 2024) - 2300 1.5 Turbo D 100ps H1 Sportive Van (19-21)
58105	PARTNER LONG DIESEL (2024 ----) - 1.5 BlueHDi 100 Professional Van (24-25)
44515	BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 1000Kg Enterprise 100ps (19-21)
42534	TRANSIT CONNECT 200 L1 DIESEL (2018 - 2021) - 1.5 EcoBlue 120ps Limited Van (18-21)
53412	BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 1000Kg Enterprise Pro 100ps [6 Speed] (21-22)
44402	PARTNER LONG DIESEL (2018 - 2024) - 950 1.5 BlueHDi 100 Professional Van (19-21)
55972	KANGOO L1 DIESEL (2022 ----) - ML19 Blue dCi 95 Advance Van (22-24)

Small van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	0.3%	0.3%	-1.0%	-1.0%	-1.0%
FIAT	-1.0%	-1.0%	1.8%	3.4%	3.2%
FORD	-0.2%	2.4%	5.1%	4.6%	4.0%
MERCEDES-BENZ	3.9%	3.8%		4.0%	4.1%
NISSAN	-1.0%	-1.0%	-3.1%	-4.0%	-3.9%
PEUGEOT	1.5%	2.3%	2.5%	-0.3%	-4.2%
RENAULT	-1.0%	-1.0%	-2.0%	-3.2%	-2.9%
TOYOTA	1.1%	-1.1%	-1.1%	-1.0%	-1.0%
VAUXHALL	1.3%	2.7%	5.1%	4.1%	2.7%
VOLKSWAGEN	1.0%	1.0%	0.9%	1.0%	1.0%

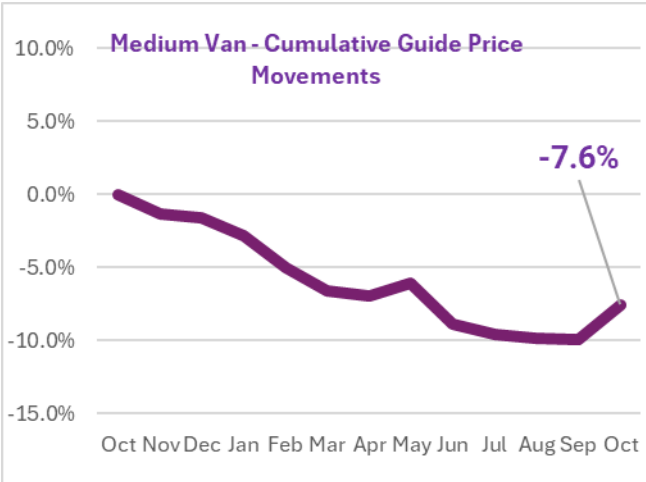


Best-selling Medium Vans by sales volume

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)
45851	VIVARO L2 DIESEL (2019 - 2024) - 2900 1.5d 100PS Dynamic H1 Van (19-22)
42069	TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-23)
39597	EXPERT STANDARD DIESEL (2016 - 2024) - 1400 2.0 BlueHDi 120 Professional Van (16-21)
44446	TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 105ps Low Roof Leader Van (19-23)
44322	VIVARO L2 DIESEL (2019 - 2024) - 2900 1.5d 100PS Sportive H1 Van (19-22)
44705	EXPERT STANDARD DIESEL (2016 - 2024) - 1000 1.5 BlueHDi 100 Professional Van (19-21)
57331	TRANSIT CUSTOM 300 L1 DIESEL FWD (2023 - 2024) - 2.0 EcoBlue 136ps H1 Van Limited (23-24)
42084	TRANSIT CUSTOM 320 L2 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 130ps Low Roof D/Cab Limited Van (17-23)

Medium van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	0.0%	0.0%	0.0%	0.1%	0.1%
FIAT	0.0%	0.0%	0.0%	0.0%	0.0%
FORD	0.0%	0.0%	0.0%	0.0%	0.1%
MAXUS	0.0%				
MERCEDES-BENZ	0.0%	0.0%	0.1%	0.1%	0.1%
NISSAN	0.0%	0.0%	0.0%	0.0%	0.0%
PEUGEOT	0.0%	0.0%	0.0%	0.1%	0.1%
RENAULT	0.0%	0.0%	0.0%	0.0%	0.0%
RENAULT TRUCKS UK	0.0%	0.0%	0.0%		
TOYOTA	0.0%	0.0%	0.0%	0.0%	0.0%
VAUXHALL	0.0%	0.0%	0.0%	0.0%	0.0%
VOLKSWAGEN	0.0%	0.0%	0.0%	0.1%	0.1%



Internal

Commercial editorial

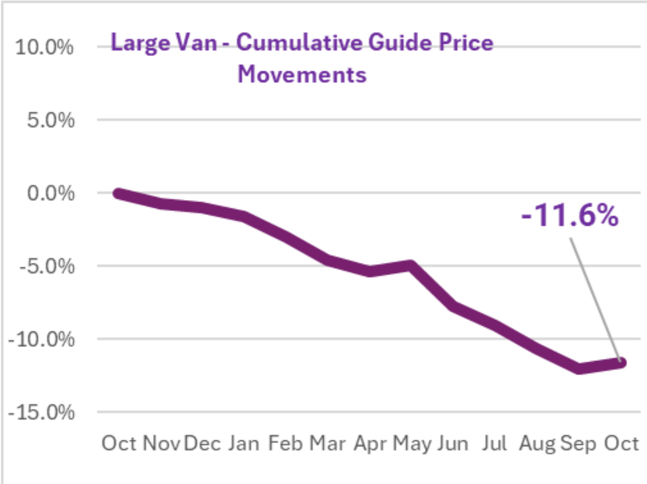
By cap hpi

Best-selling Large Vans by sales volume

44606 TRANSIT 350 L3 DIESEL RWD (2019 ----) - 2.0 EcoBlue 130ps H3 Leader Van (19-24)
49244 SPRINTER 315CDI L3 DIESEL RWD (2020 - 2023) - 3.5t H2 Progressive Van (20-23)
37861 TRANSIT 350 L2 DIESEL FWD (2014 - 2019) - 2.0 TDCi 130ps H3 Van (16-19)
49238 SPRINTER 315CDI L2 DIESEL RWD (2020 - 2023) - 3.5t H2 Progressive Van (20-23)
44275 RELAY 35 L3 DIESEL (2014 - 2024) - 2.2 BlueHDi H2 Van 140ps Enterprise (19-23)
45311 BOXER 335 L3 DIESEL (2014 - 2024) - 2.2 BlueHDi H2 Professional Van 140ps (19-22)
41539 CRAFTER CR35 MWB DIESEL FWD (2017 - 2025) - 2.0 TDI 140PS Trendline High Roof Van (17-23)
44585 TRANSIT 350 L3 DIESEL FWD (2019 ----) - 2.0 EcoBlue 130ps H2 Leader Van (19-24)
44591 TRANSIT 350 L3 DIESEL FWD (2019 ----) - 2.0 EcoBlue 130ps H3 Leader Van (19-24)
44615 TRANSIT 350 L4 DIESEL RWD (2019 ----) - 2.0 EcoBlue 130ps H3 Leader Van (19-24)

Large van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	0.0%	0.0%	0.0%	0.0%	0.0%
FIAT	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
FORD	1.1%	4.4%	8.4%	13.5%	22.5%
IVECO	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
MAN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
MAXUS	-1.0%	-0.9%	-0.9%	-1.0%	-1.1%
MERCEDES-BENZ	1.4%	6.6%	3.0%	3.0%	2.9%
NISSAN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
PEUGEOT	-1.0%	-0.9%	-1.0%	-1.0%	-1.0%
RENAULT	-1.0%	-1.0%	-1.0%	-1.0%	-0.9%
RENAULT TRUCKS UK	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
TOYOTA	-1.0%				
VAUXHALL	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
VOLKSWAGEN	2.0%	2.0%	2.0%	2.0%	2.0%



Best-selling All Terrain Lifestyle/SUV by sales volume

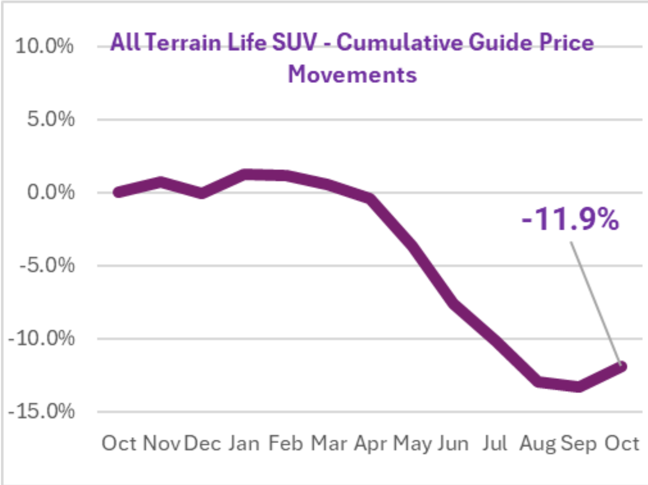
44067 RANGER DIESEL (2019 - 2022) - Pick Up Double Cab Wildtrak 2.0 EcoBlue 213 Auto (19-22)
56276 RANGER DIESEL (2022 ----) - Pick Up Double Cab Wildtrak 2.0 EcoBlue 205 Auto (22-)
35006 RANGER DIESEL (2015 - 2019) - Pick Up Double Cab Wildtrak 3.2 TDCi 200 Auto (15-19)
49099 HILUX DIESEL (2020 ----) - Invincible X D/Cab Pick Up 2.8 D-4D Auto (20-24)
39511 NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 4WD Auto (16-19)
45402 NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 TT 4WD Auto (19-22)
51388 HILUX DIESEL (2020 ----) - Icon D/Cab Pick Up 2.4 D-4D Auto (20-24)
35285 L200 DIESEL (2015 - 2019) - Double Cab DI-D 178 Barbarian 4WD Auto (15-19)
35284 L200 DIESEL (2015 - 2019) - Double Cab DI-D 178 Barbarian 4WD (15-19)
45494 L200 DIESEL (2019 - 2021) - Double Cab DI-D 150 Barbarian X 4WD Auto (19-21)

Commercial editorial

By cap hpi

All Terrain Life/SUV- guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT				-1.2%	-0.9%
FORD	1.3%	1.9%	3.3%	3.7%	4.2%
GREAT WALL					-0.9%
ISUZU	1.0%	1.0%	0.9%	1.0%	1.0%
KGM	-1.1%				
MAXUS	-0.9%				
MERCEDES-BENZ				1.0%	1.0%
MITSUBISHI				1.0%	1.0%
NISSAN			1.0%	1.0%	0.9%
SSANGYONG	-0.9%	-1.0%	-1.0%	-0.9%	-1.0%
TOYOTA	0.7%	1.1%	1.1%	1.7%	1.3%
VOLKSWAGEN	-1.1%	-1.0%			-1.1%

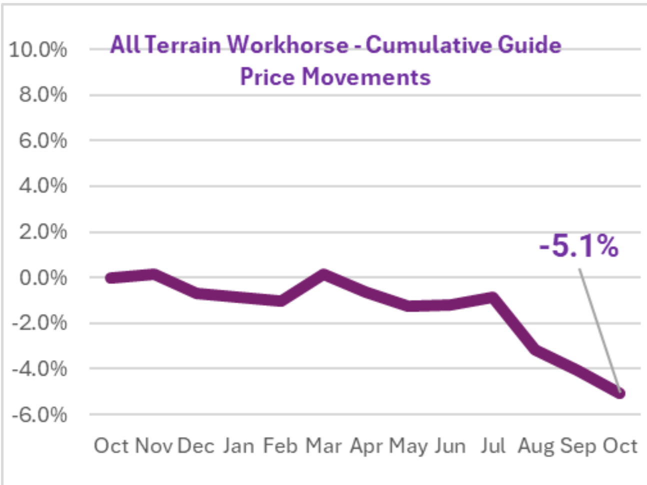


Best-selling All Terrain Workhorse by sales volume

38351 HILUX DIESEL (2016 - 2020) - Active D/Cab Pick Up 2.4 D-4D (16-20)
21895 DEFENDER 110 LWB DIESEL (1990 - 2016) - Hi Capacity PickUp TDCi [2.2] (11-16)
51518 D-MAX DIESEL (2020 - 2025) - 1.9 Utility Double Cab 4x4 (20-25)
30784 HILUX DIESEL (2011 - 2016) - Active D/Cab Pick Up 2.5 D-4D 4WD 144 (13-16)
24963 D-MAX DIESEL (2012 - 2017) - 2.5TD Double Cab 4x4 (12-17)
38349 HILUX DIESEL (2016 - 2020) - Active Extra Cab Pick Up 2.4 D-4D (16-20)
51383 HILUX DIESEL (2020 ----) - Active D/Cab Pick Up 2.4 D-4D (20-24)
38352 HILUX DIESEL (2016 - 2020) - Active D/Cab Pick Up 2.4 D-4D TSS (16-20)
24961 D-MAX DIESEL (2012 - 2017) - 2.5TD Single Cab 4x4 (12-17)
49086 DISCOVERY DIESEL (2018 - 2020) - 3.0 SD6 HSE Commercial Auto (19-20)

All Terrain Workhorse - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
DACIA	-0.9%	-1.0%	-1.0%	-0.8%	-0.9%
FORD	-1.0%	-1.0%	-1.0%	-0.9%	-1.0%
INEOS	-1.0%				
ISUZU	-1.0%	-0.9%	-1.0%	-1.0%	-0.9%
LAND ROVER	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
MITSUBISHI				-0.9%	-1.0%
NISSAN			-1.0%	-1.0%	-1.1%
SSANGYONG					-1.1%
SUZUKI	-0.9%	-1.1%	-0.9%	-1.1%	
TOYOTA	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%



Ken Brown
LCV Valuations Editor

Commercial editorial

By cap hpi

October 2025

HGV market overview

The average number of trucks available at auctions decreased last month and are now at their lowest level since March last year. A fall in auction entries and increased sales should be good news, but not necessarily so.

The holiday period has passed, and trade is back in full swing and whilst sales continue to flow, prices paid are not reflecting the falling stock at present with many models continuing to see decreased values. There is often a lag between falling stocks and values settling and that may be the case. Only time will tell.

An 11% decline in new truck registrations in quarter two may be an indication of the faltering economy, low business confidence and unemployment climbing. That reduction in new registrations will reflect in fewer used vehicles entering the market in the future.

Many dealers are currently purchasing vehicles only if they have a buyer which would provide them with a quick turnaround and a reasonable profit and to mitigate the cost of stocking vehicles.

Manufacturers continue to report good sales, particularly sales of tractor units, with one manufacturer advising that stocks are low, and a lack of stock is causing some concern as they have insufficient of some vehicle types to satisfy demand.

Used truck and trailer statistics

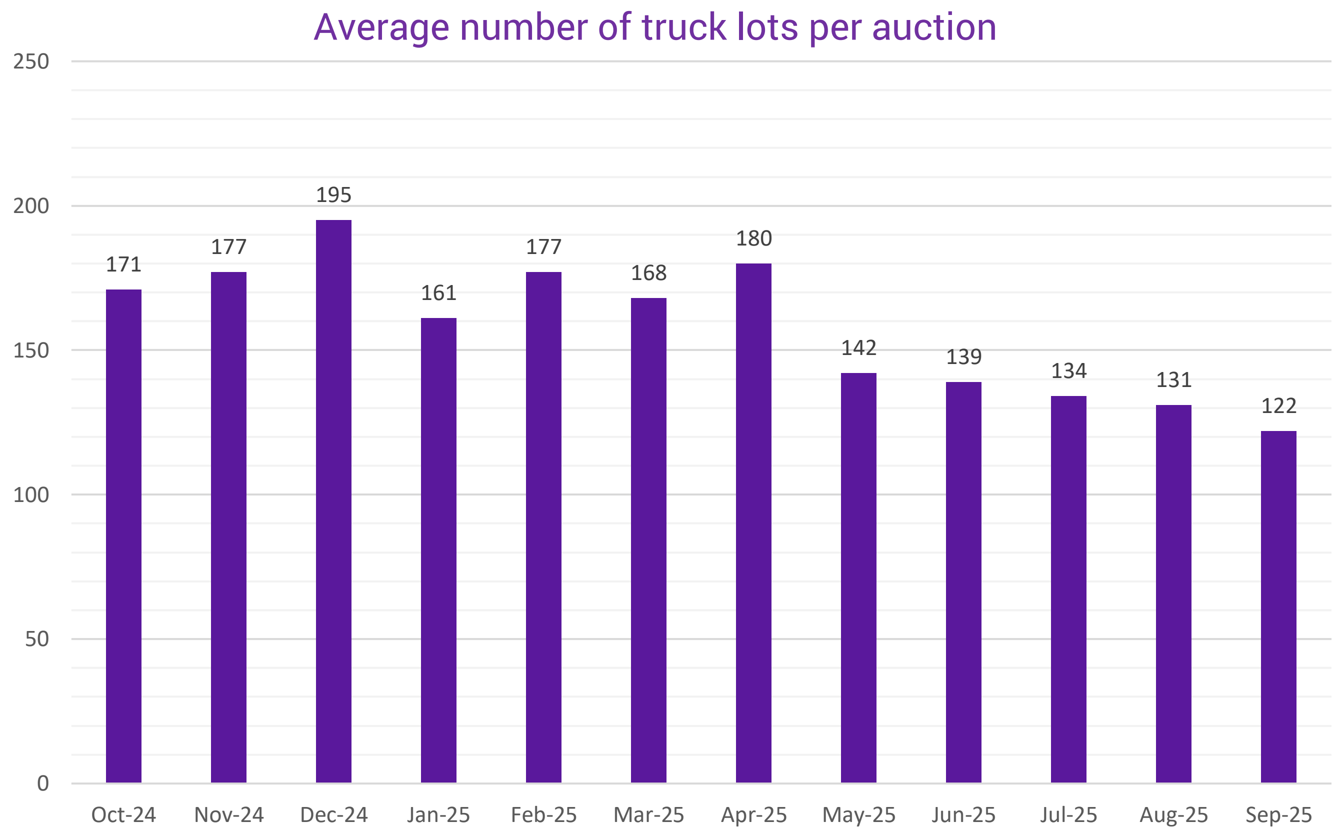
Over the last month the average number of truck entries at auctions fell by 6.8%, and the number of on-the-day sales increased by 9.0%. Sales were the same as in September last year when the average number of entries per auction was 19.5% more than this year.

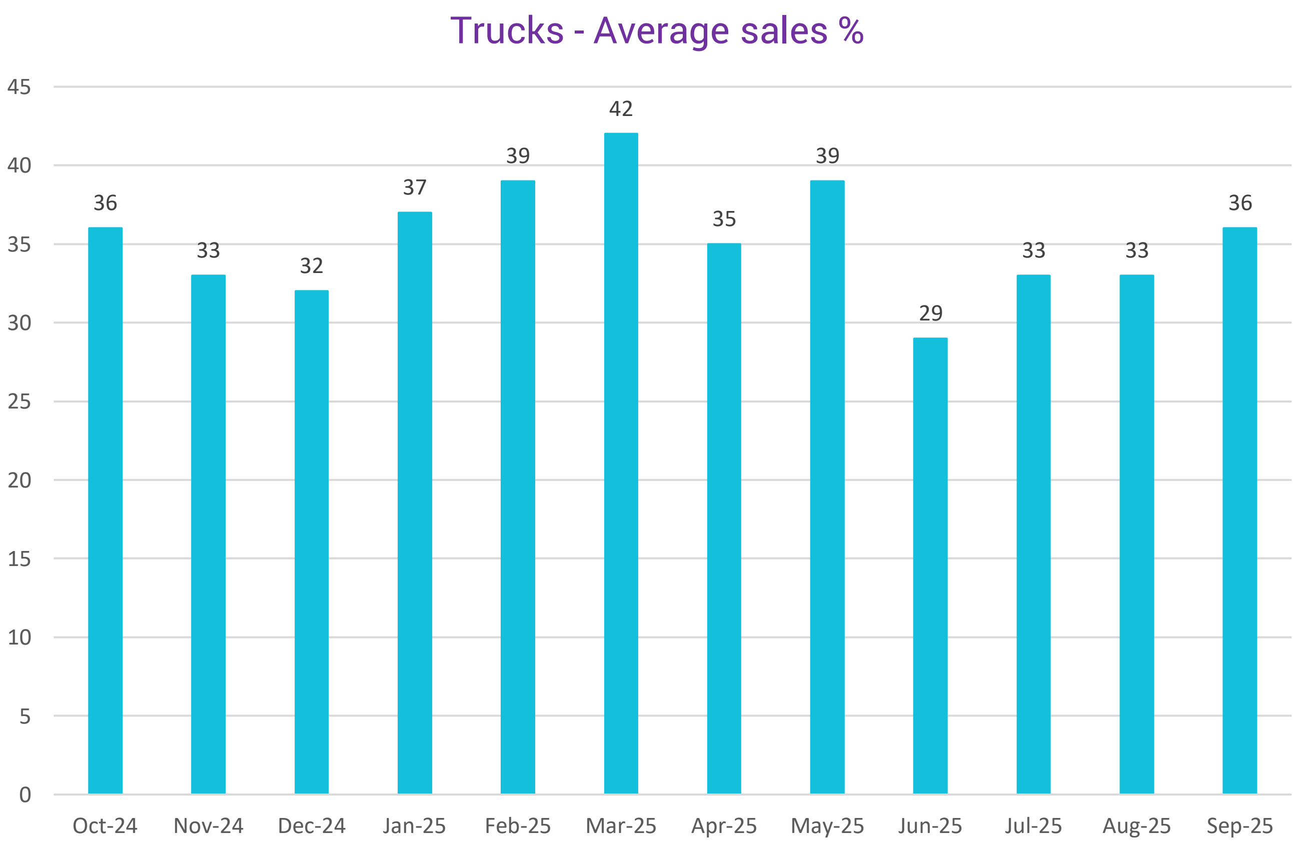
Trailer entries decreased by 2.2% last month whilst sales remained the same. Sales were 44.4% more than last September when the average number of entries was 35.6 % less than this year.

Over the previous month the number of vehicles under seven years of age increased by 2.3% whilst vehicles over nine years old decreased by 0.3%. Trailers saw a decrease of 6.2% in those under seven years of age and those over nine-year-old reduced by 0.1%.

The above statistics are based on eight auctions and 1,165 total truck and trailer lots offered up to and including the 22nd of September, 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 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.

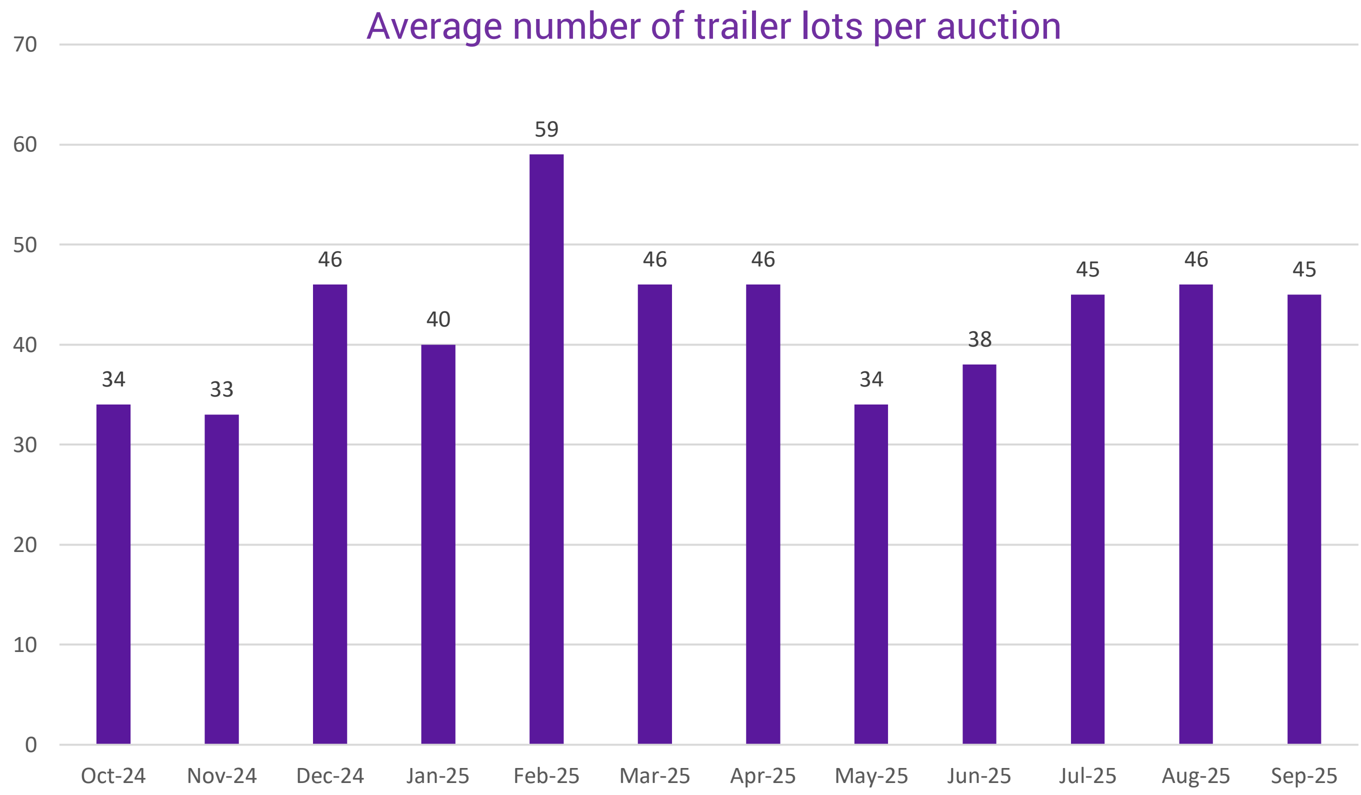

Average number of truck lots per auction
250
200
150
100
50
0
171
177
195
161
177
168
180
142
139
134
131
122
Oct-24
Nov-24
Dec-24
Jan-25
Feb-25
Mar-25
Apr-25
May-25
Jun-25
Jul-25
Aug-25
Sep-25

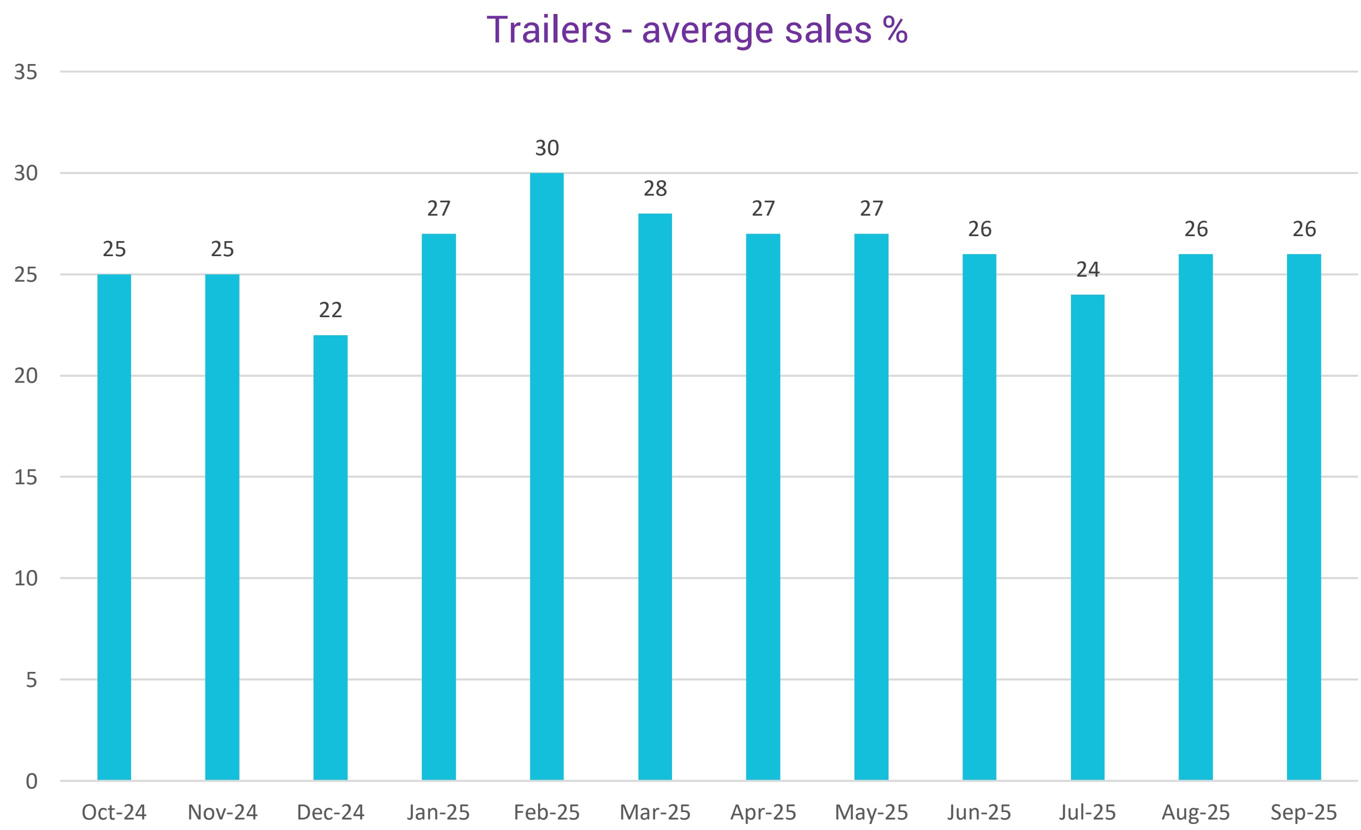

Trucks - Average sales %
45
40
35
30
25
20
15
10
5
0
36
33
32
37
39
42
35
39
29
33
33
36
Oct-24
Nov-24
Dec-24
Jan-25
Feb-25
Mar-25
Apr-25
May-25
Jun-25
Jul-25
Aug-25
Sep-25

Commercial editorial

By cap hpi

The two graphs below 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.

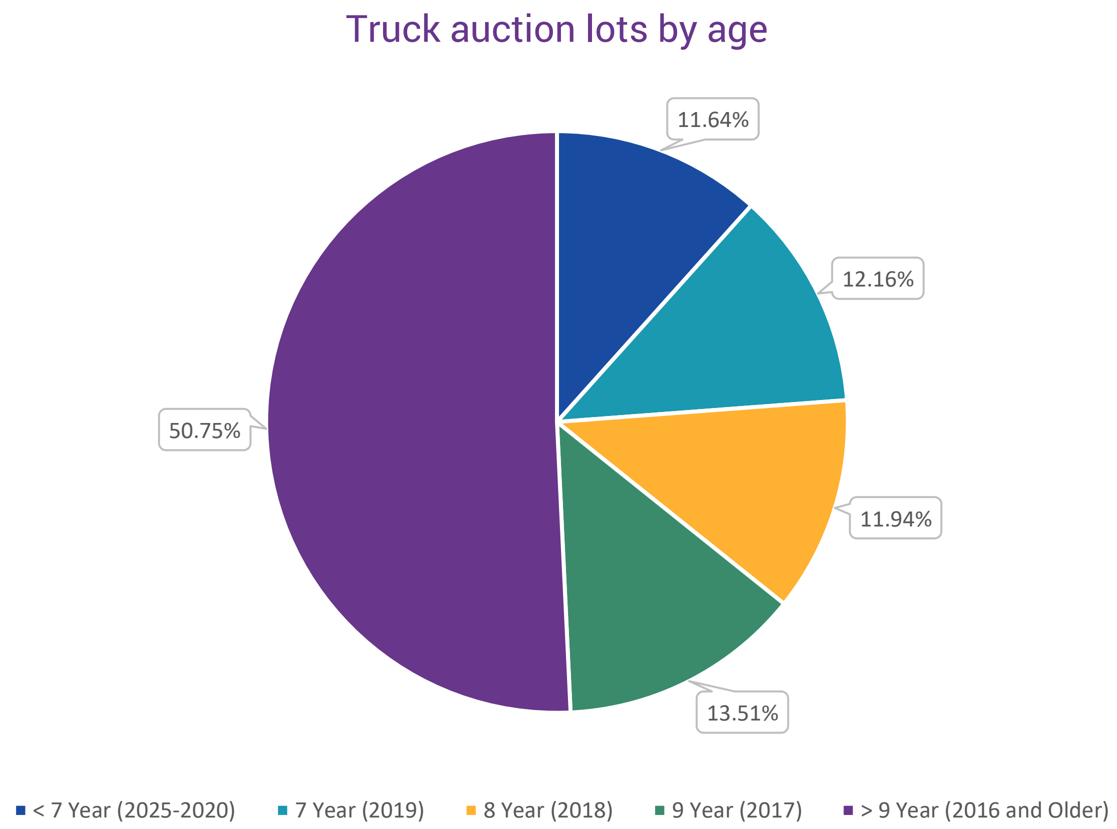


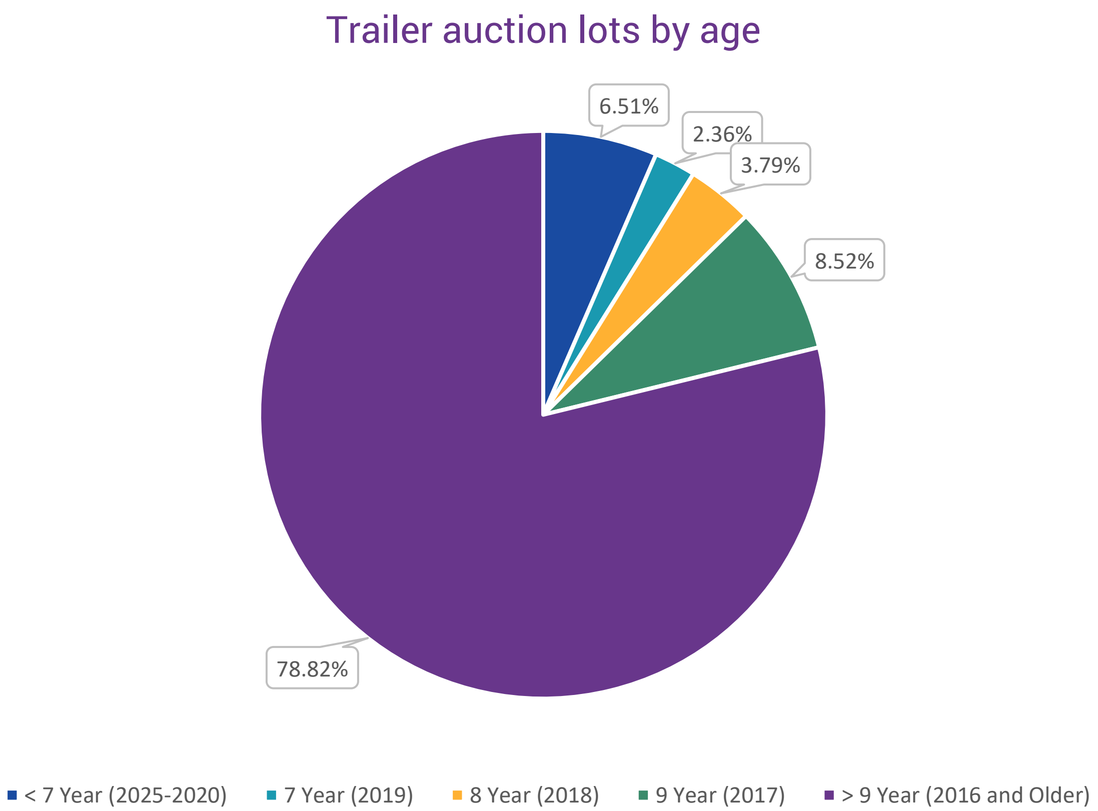


Commercial editorial

By cap hpi

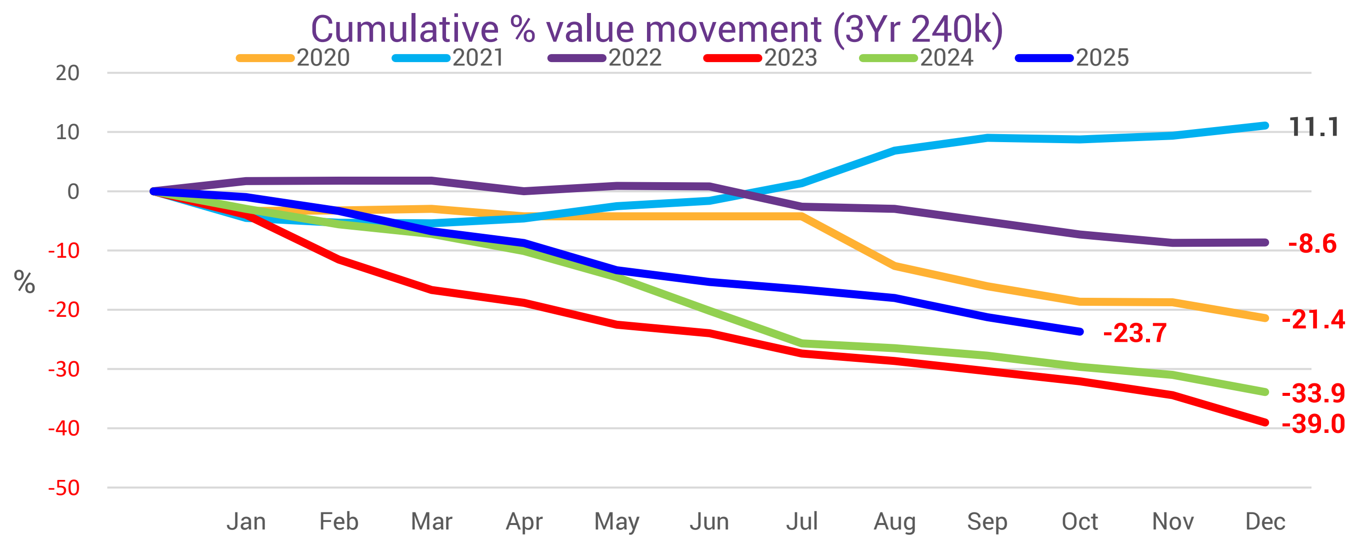
The following illustrates the age profile of trucks and trailers seen at auctions during 2025. The age of entries shown as a percentage of the total truck and trailer lots viewed.





Statistics for all the above graphs are correct up to and including 22nd September 2025

Finally, the following chart illustrates the cumulative % change in guide values over recent years.



Sector Summary

7.5t to 12t vehicles - Euro 6

- The values of some models have reduced but most values remain unchanged.

Stock of four or five years of age is readily available at present, and we are starting to see the best ones picked over, leaving higher mileage and untidy examples being overlooked.

As previously reported, boxes are everywhere at present and hopefully the Christmas market will see some disappear, but with so many available it is a buyers' market, and buyers are dictating what they will pay keeping values under pressure.

Late fridges are relatively scarce at present, whilst older examples are plentiful and because some are of poor quality and have clearly not been looked after many are attracting little interest. However, good specification tidy examples increase the saleability of fridges.

Similar could be said for some other derivatives with dropsides and tippers being in short supply at present but when they do appear they are not being so fiercely contested over as they were in recent months.

7.5 tonne double deck car carriers are not common auction entries, so when a 2019 69 plate Isuzu N75.190 appeared with 150,000 kilometres interest was keen and it sold for £16,600. 12 tonne tilt and slide examples are a little more common but often carry high mileages. The best of a trio of MAN TGL12.220 crew cabs from a national breakdown operator was a 2020 69 plate with 608,000 kilometres which sold for £32,000.

13t to 18t vehicles - Euro 6

- Values have fallen for several models, but many values are unchanged and there are a few increases to note too.

Boxes and curtains of around eight to ten years old are readily available but buyers are showing a preference for newer vehicles, and this is starting to affect the values of older vehicles which are beginning to struggle in finding new homes. Even some newer examples are not experiencing the best of times, and some values have fallen.

The continuing flow of DAF LF fridges continues and whilst many have seen better days, some were selling first time but as more have appeared sales have stalled and the values being achieved reflect not only their condition and mileage but oversupply.

Dropsides, tippers and any type of vehicle carrying a crane remain popular but only if mileage and condition meet expectations. A recent deluge of MAN TGM's 18.250 day cab dropside cranes from a well-known building supplier proved this as the better examples quickly found buyers but anything requiring any sort of remedial work was left to circulate the auctions.

A couple of pantechnicons appeared recently, and it is often the case with such vehicles that age and high mileage are not conducive with easily finding buyers.

Skip loaders have been plentiful recently with some tidy examples available, but in the main buyers are not biting.

An example of a dropside crane noted at auction was a 21 plate DAF FA LF 18 tonne day cab carrying a Hiab X-Hiduo 158 crane with 144,000 kilometres which sold for £49,000. Another interesting 18 tonne vehicle at auction was a 20 plate DAF FA LF250 day cab gully sucker with 85,000 kilometres which sold for £50,300.

Multi-wheelers - Euro 6

- Values of most three and four axle vehicles remain unchanged with just a small number of negative movements and a couple of models seeing increases.

Currently, interest in 8x4 tippers is a little flat unless they are in good condition or carry a crane, in which case the opposite can be true. Even some newer examples are starting to stick a little and falling values reflect this

6x2 boxes remain relatively scarce whilst there is a reasonable supply of curtains and fridges on a variety of chassis and of varying age and quality.

By comparison dropsides are more numerous with many of them carrying cranes but most tend to be finding new homes.

Further cement mixers of varying ages and differing chassis have appeared at auction and yet again even the newest and cleanest ones have struggled to attract any significant interest sufficient to facilitate a quick sale.

Refuse trucks are not as numerous as they were earlier in the year and later examples are attracting increased interest. One example was a 21 plate 26 tonne Mercedes-Benz Econic 2630Lcrew cab domestic refuse collector with 120,000 kilometres which sold for just shy of £20,000. Not a lot when considering how much it would have cost new, but that's refuse vehicles for you!

Beavertails are particularly popular, especially if they have a crane and one recent auction entrant was an 8x2 17 plate Mercedes Arocs 3440K day cab carrying an unidentified but hefty crane with 460,000 kilometres which sold for £45,000

Tractor units - Euro 6

- The values of most remain unchanged. There are decreased values for just a couple of models and a handful of increases.
  The values of 4x2's remain largely the same with just a handful of losers.

Currently there is a good selection of 6x2 vehicles from most manufacturers available, particularly DAF XF and Mercedes-Benz Actros with a considerable number of most other marques. The good stock of 6x2 tractor units available is influencing transaction prices.

With demand for 6x2 tractor units remaining steady, values have remained largely unchanged. There have been slight increases for some models, whilst some of the more populous types suffer from oversupply and values have declined a little.

4x2 tractor units continue to be less common, and this leaves their values unaffected.

Trailers

- Trailers – Values have increased for some types with the remainder being unchanged.

The number of trailers available at auction remains steady as does on-the-day auction sales indicating that there is demand in the market, with many of the sales being of curtains.

An influx of late triaxle curtains into the market, some only a few years old, proved very popular with many selling on the day. Curtains and skeletals are trading quite well at present as are some tippers.

Interest in stepframe double deck variants is less, as they are a little less popular, but these are selling too but at values which reflect their desirability.

Plenty of supermarket specification fridges and double deck fridges are currently available but sales are slow with the double deck variant performing no better than straight frames.

Rob Smith
HGV Valuations Editor