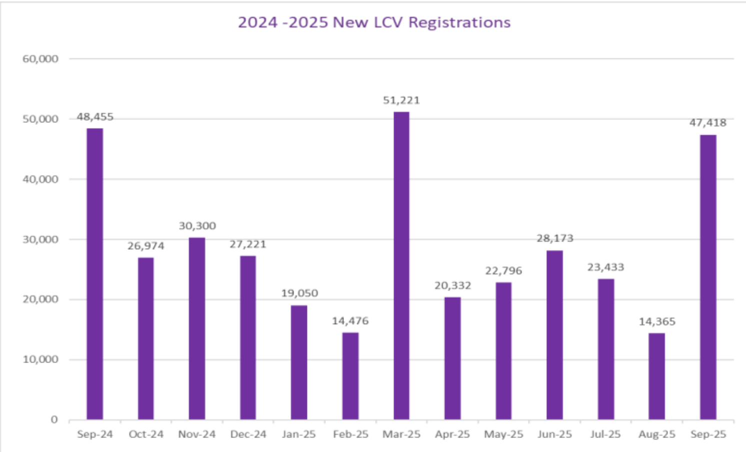
Commercial editorial

By cap hpi

November 2025

LCV market overview

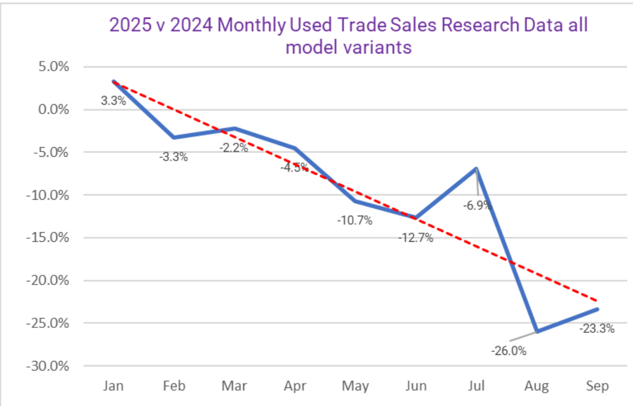
September New LCV registrations down by 9.8% year on year



According to the latest report from the SMMT, New LCV registrations were down by 2.1% (1,037) compared to September 2024.

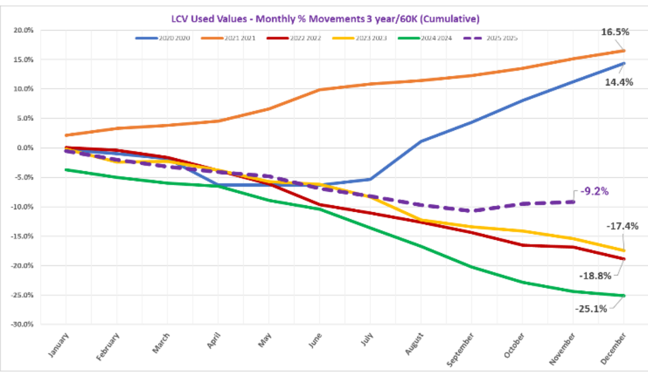
As of the end of September this year, 241,264 new LCVs were registered, compared to 267,379 for the same period in 2024. That's a year on year deficit of 26,115 (-9.8%).

Trade sales research data downturn continues



The new LCV market is undeniably down in terms of registration volumes, and this continues to have a significant impact on used stock levels. However, demand for used LCVs remains high and a tenuous balance exists between supply and demand. Last month, most auction houses were reporting high conversion rates and large increases in average sale prices. Whilst trade sales volumes increased in September, as we would normally expect to see following the introduction of the new plate, overall sales are down by -23.3% year on year.

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 November 2025 (-9.2%) and shows a definite uptick in the average guide prices. Although there are significant variations between sectors, at plate level, we expect to see the guide prices to move downwards between 9% -12% per year.

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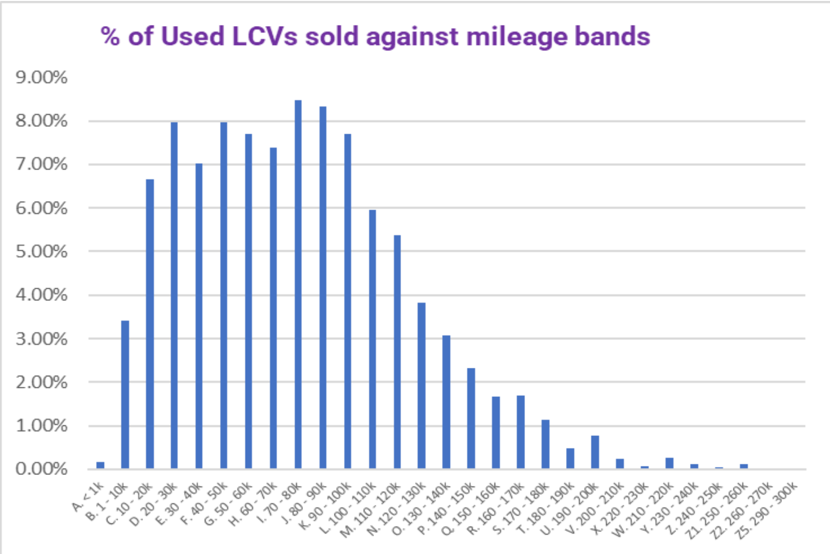
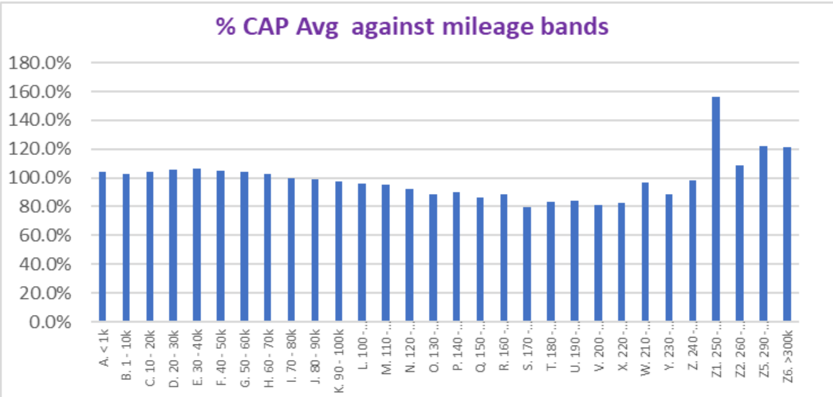
High mileage vehicles





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

Although, our research indicates that trade sale transactions are down, the used LCV wholesale market is in good shape. Over the past month, auction officials we speak to on a regular basis reported high attendance levels, for both online and physical sales, with strong demand across all sectors and price ranges. They remain optimistic that current market conditions are set to continue at least for the near future. However, the usual caveats apply concerning the condition of vehicles, with strong bidding for clean ready to retail stock and the importance of a fully documented service history.

Tracking the market prices of high mileage vehicles has been a huge challenge this year with hardly a month going by without us having to adjust mileage depreciation rates on the most popular models in the guide. As reported last month, trade buyers seem resigned to accept current market conditions by bidding on high mileage and damaged vehicles they would normally ignore. Consequently, market prices of higher mileage vehicles have started to increase, due to the lack of buyer choice. This has led us to decrease mileage depreciation rates in this edition.

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What to look out for in this edition

Whilst guide prices tend to go down each month to reflect the natural ageing of vehicles, in this edition, on average, they have gone up by +0.3% for 3 year/60K plates. The following charts and tables provide an overview of the guide price movements we've made in this edition.

Guide price adjustments - November edition

LCV Sector	3Yr60k	Overall
Micro Van		-1.3%
City Van	1.8%	1.5%
Small Van	1.4%	1.1%
Medium Van	2.4%	2.3%
Large Van	-0.3%	0.1%
E City Van	-1.6%	-1.9%
E Small Van	-2.2%	-2.3%
E Medium Van	-1.3%	-1.4%
E Large Van	-1.0%	-0.7%
E Chassis - Derived	-2.0%	-2.0%
E 4x4 Pick-up Lifestyle SUV		3.2%
E Mini-bus		-2.1%
E Vat Qualifying	-3.5%	-2.4%
4x4 Pick-up Workhorse	-0.9%	-0.7%
All Terrain Workhorse	5.9%	3.5%
Over 3.5T	-0.5%	-0.2%
Chassis - Derived	1.3%	1.3%
All Terrain Lifestyle	-1.4%	-0.3%
Mini-bus	-3.8%	-3.2%
Vat Qualifying	0.2%	-0.1%
Overall Average Movements	0.3%	0.5%

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.

Whilst successive downward guide price adjustments have aligned prices more closely with the market and sales have increased over the past month, further downward adjustments have been made in this edition in order to reflect buyer expectations.

Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
City Van	0.0%	1.1%	1.8%	1.7%	2.1%
Small Van	0.5%	0.7%	1.4%	1.5%	1.3%
Medium Van	0.6%	1.7%	2.4%	2.9%	3.5%
Large Van	-0.8%	0.2%	-0.3%	0.0%	2.0%
Chassis - Derived	0.5%	0.9%	1.3%	1.5%	2.2%
All Terrain Lifestyle	-0.9%	-1.6%	-1.4%	0.1%	0.4%
All Terrain Workhorse	4.8%	6.0%	5.9%	6.0%	0.8%
Mini-bus	-1.8%	-3.2%	-3.8%	-3.4%	-4.2%
Vat Qualifying	-0.4%	-0.1%	0.2%	-0.2%	0.0%

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

BEV Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
E City Van			-1.6%	-2.0%	-2.1%
E Small Van	-2.0%	-2.0%	-2.2%	-3.0%	-3.6%
E Medium Van	-1.5%	-1.3%	-1.3%	-1.7%	-0.7%
E Large Van	-0.2%	0.1%	-1.0%	-0.9%	-2.1%
E Chassis - Derived	-2.0%	-2.2%	-2.0%	-2.0%	-2.0%
E 4x4 Pick-up Lifestyle SUV	3.2%	3.1%	3.4%		
E Mini-bus	-2.1%				
E Vat Qualifying	-2.2%	-2.3%	-3.5%	-2.4%	-2.0%

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Indicative guide price movements by battery electric sector

BEV Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
E City Van			-1.6%	-2.0%	-2.1%
E Small Van	-2.0%	-2.0%	-2.2%	-3.0%	-3.6%
E Medium Van	-1.5%	-1.3%	-1.3%	-1.7%	-0.7%
E Large Van	-0.2%	0.1%	-1.0%	-0.9%	-2.1%
E Chassis - Derived	-2.0%	-2.2%	-2.0%	-2.0%	-2.0%
E 4x4 Pick-up Lifestyle SUV	3.2%	3.1%	3.4%		
E Mini-bus	-2.1%				
E Vat Qualifying	-2.2%	-2.3%	-3.5%	-2.4%	-2.0%

Whilst actual sales volumes remain low compared to Diesel and Petrol engine vehicles, trade buyers are warming towards electric vehicles as sales transactions in our research data increased by just under +82% last month. However, market prices remain depressed as reflected the guide price movements we've made in this edition.

Average guide price movements for November – all powertrain sectors

All Powertrains - Overall Average Movement +-0.5%

All Powertrains - 3year 60K Average Movement +0.3%

Diesel ICE Powertrain - Overall Average Movement +0.7%

Diesel ICE Powertrain - 3year 60K Average Movement +0.4%

Petrol ICE Powertrain - Overall Average Movement +0.9%

Petrol ICE Powertrain - 3year 60K Average Movement +1.2%

BEV Powertrain - Overall Average Movement -1.4%

BEV Powertrain - 3year 60K Average Movement -1.5%

Best-selling City Vans by sales volume

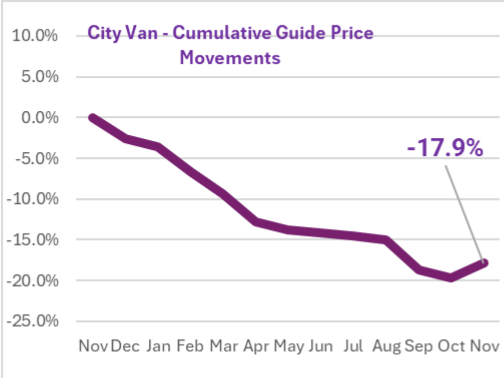
42524	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 100ps Limited Van [6 Speed] (18-23)
42523	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 100ps Trend Van [6 Speed] (18-23)
42522	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Trend Van [6 Speed] (18-23)
41923	CORSAVAN DIESEL (2014 - 2018) - 1.3 CDTi 16V 95ps ecoTEC Van [Start/Stop] (17-18)
45293	TRANSIT COURIER PETROL (2014 - 2023) - 1.0 EcoBoost Leader Van [6 Speed] (19-23)
26324	FIESTA DIESEL (2012 - 2017) - 1.5 TDCi Van (12-17)
38345	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 95ps Trend Van (16-18)
15141	BIPPER DIESEL (2008 - 2017) - 1.4 HDi 70 S [SLD] (08-12)
30869	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Van (14-18)
43638	FIESTA PETROL (2018 ----) - 1.0 Ecoboost 125 Sport Van (18-)

Commercial editorial

By cap hpi

City van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT		0.0%	0.0%	0.0%	0.0%
FORD	0.0%	2.1%	3.3%	3.0%	3.7%
TOYOTA	0.0%	0.0%	0.0%		

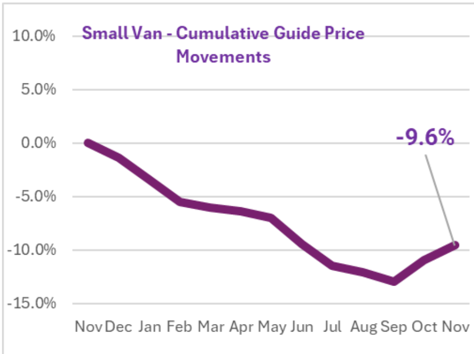


Best-selling Small Vans by sales volume

44398 PARTNER STANDARD DIESEL (2018 - 2024) - 1000 1.5 BlueHDi 100 Professional Van (19-21)
58060 COMBO CARGO DIESEL (2023 ----) - 1.5 Turbo D 100ps Prime H1 Van (23-25)
44218 COMBO CARGO L1 DIESEL (2018 - 2024) - 2300 1.5 Turbo D 100ps H1 Sportive Van (19-21)
55972 KANGOO L1 DIESEL (2022 ----) - ML19 Blue dCi 95 Advance Van (22-24)
18573 DOBLO CARGO SWB DIESEL (2010 - 2014) - 1.3 Multijet 16V Van Start Stop (10-14)
15218 PARTNER L1 DIESEL (2008 - 2015) - 625 S 1.6 HDi 75 Van (08-15)
11464 COMBO DIESEL (2001 - 2011) - 1700 1.3CDTi 16V Van [75PS] (06-11)
43682 COMBO CARGO L1 DIESEL (2018 - 2024) - 2300 1.6 Turbo D 100ps H1 Edition Van (18-19)
44219 COMBO CARGO L2 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)

Small van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	0.3%	0.3%	1.9%	2.1%	2.0%
FIAT	0.0%	0.0%	0.0%	-0.2%	-0.3%
FORD	0.9%	1.6%	2.0%	2.0%	2.0%
MERCEDES-BENZ	0.0%	0.0%		2.0%	2.0%
NISSAN	3.0%	3.0%	0.9%	0.0%	-1.3%
PEUGEOT	0.5%	1.1%	2.9%	2.9%	3.0%
RENAULT	-1.0%	-1.0%	0.5%	2.2%	2.1%
TOYOTA	0.0%	0.0%	0.0%	0.0%	0.0%
VAUXHALL	1.3%	1.8%	3.0%	2.9%	3.3%
VOLKSWAGEN	0.0%	0.0%	0.0%	0.0%	0.0%



Best-selling Medium Vans by sales volume

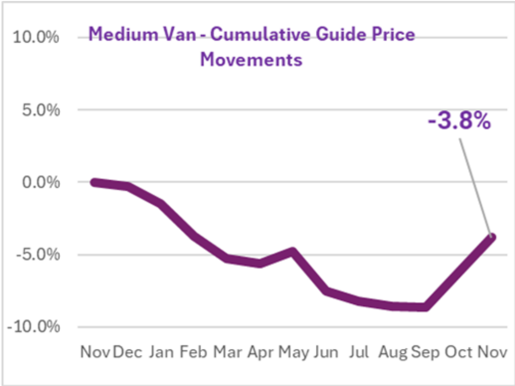
42077 TRANSIT CUSTOM 300 L2 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-23)
42060 TRANSIT CUSTOM 280 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-23)
45851 VIVARO L2 DIESEL (2019 - 2024) - 2900 1.5d 100PS Dynamic H1 Van (19-22)
42069 TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-23)
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)
57331 TRANSIT CUSTOM 300 L1 DIESEL FWD (2023 - 2024) - 2.0 EcoBlue 136ps H1 Van Limited (23-24)
44446 TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 105ps Low Roof Leader Van (19-23)
57341 TRANSIT CUSTOM 300 L2 DIESEL FWD (2023 - 2024) - 2.0 EcoBlue 136ps H1 Van Limited (23-24)
57322 TRANSIT CUSTOM 280 L1 DIESEL FWD (2023 ----) - 2.0 EcoBlue 136ps H1 Van Limited (23-)

Commercial editorial

By cap hpi

Medium van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	0.0%	0.0%	0.0%	0.0%	0.0%
FIAT	3.0%	2.5%	2.5%	2.0%	2.0%
FORD	-0.9%	0.8%	3.1%	4.3%	7.3%
MAXUS	-1.1%				
MERCEDES-BENZ	0.0%	9.5%	8.4%	5.2%	6.1%
NISSAN	2.7%	5.0%	3.1%	3.1%	-5.0%
PEUGEOT	0.0%	0.0%	0.0%	0.0%	0.0%
RENAULT	0.0%	0.0%	0.0%	1.2%	2.0%
RENAULT TRUCKS UK	0.0%	0.0%	0.0%		
TOYOTA	1.5%	3.0%	3.1%	3.0%	3.0%
VAUXHALL	2.2%	2.7%	3.6%	4.7%	6.3%
VOLKSWAGEN	0.0%	0.0%	0.0%	0.0%	0.0%

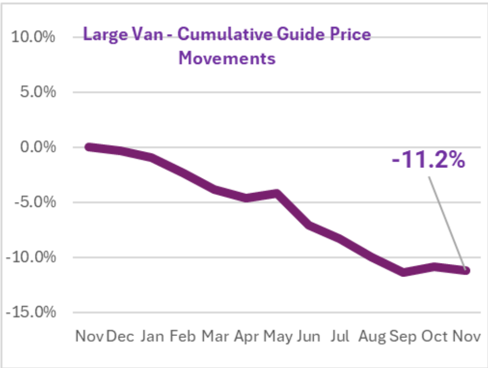


Best-selling Large Vans by sales volume

37861 TRANSIT 350 L2 DIESEL FWD (2014 - 2019) - 2.0 TDCi 130ps H3 Van (16-19)
42952 SPRINTER 314CDI L3 DIESEL RWD (2018 - 2021) - 3.5t H2 Van (18-21)
43120 SPRINTER 314CDI L2 DIESEL FWD (2018 - 2021) - 3.5t H2 Van (18-21)
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)
42950 SPRINTER 314CDI L2 DIESEL FWD (2018 - 2021) - 3.5t H1 Van (18-21)
44275 RELAY 35 L3 DIESEL (2014 - 2024) - 2.2 BlueHDi H2 Van 140ps Enterprise (19-23)
37909 TRANSIT 350 L3 DIESEL RWD (2014 - 2019) - 2.0 TDCi 130ps H3 Van (16-19)
45054 MASTER LWB DIESEL FWD (2019 ----) - LM35dCi 135 Business+ Medium Roof Van (19-23)
49238 SPRINTER 315CDI L2 DIESEL RWD (2020 - 2023) - 3.5t H2 Progressive Van (20-23)

Large van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	0.9%	0.1%	-1.0%	-1.0%	-1.0%
FIAT	-4.2%	-4.7%	-5.0%	-4.8%	-4.3%
FORD	2.3%	2.9%	3.6%	4.8%	6.6%
IVECO	-1.0%	-0.4%	0.0%	0.0%	0.0%
MAN	-3.5%	-6.0%	-6.0%	-6.0%	-6.0%
MAXUS	-5.0%	-5.1%	-5.0%	-5.0%	-5.0%
MERCEDES-BENZ	0.0%	3.3%	5.3%	5.3%	5.2%
NISSAN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
PEUGEOT	-0.5%	-0.4%	0.0%	0.0%	0.0%
RENAULT	0.5%	2.0%	2.0%	2.0%	2.0%
RENAULT TRUCKS UK	0.9%	2.0%	2.0%	1.4%	1.5%
TOYOTA	3.1%				
VAUXHALL	-0.3%	-0.3%	0.0%	5.5%	9.4%
VOLKSWAGEN	3.3%	4.7%	5.6%	6.2%	6.8%



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)
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)
39511 NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 4WD Auto (16-19)
57522 AMAROK DIESEL (2023 ----) - D/Cab Pick Up Style 2.0 TDI 205 4MOTION Auto (23-)
49099 HILUX DIESEL (2020 ----) - Invincible X D/Cab Pick Up 2.8 D-4D Auto (20-24)
19135 NAVARA DIESEL (2010 - 2015) - Double Cab Pick Up Tekna 2.5dCi 190 4WD (10-15)
44060 RANGER DIESEL (2019 - 2022) - Pick Up Double Cab Limited 1 2.0 EcoBlue 170 (19-22)
51388 HILUX DIESEL (2020 ----) - Icon D/Cab Pick Up 2.4 D-4D Auto (20-24)
45402 NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 TT 4WD Auto (19-22)

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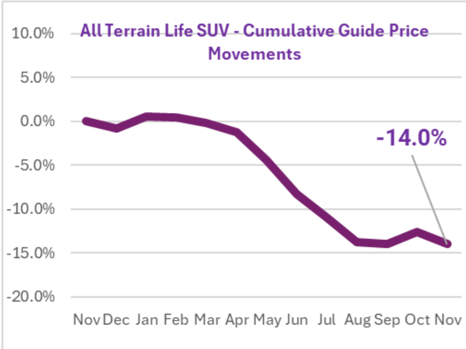
All Terrain Life/SUV- guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT				3.7%	4.0%
FORD	-0.6%	-1.7%	-0.6%	0.5%	0.8%
GREAT WALL					-1.3%
ISUZU	-0.5%	-1.7%	-2.5%	-2.6%	2.1%
KGM	-0.9%				
MAXUS	-0.9%				
MERCEDES-BENZ				9.0%	9.1%
MITSUBISHI				-0.1%	0.0%
NISSAN			0.0%	0.0%	0.0%
SSANGYONG	-4.0%	-4.0%	-5.5%	-6.1%	-5.2%
TOYOTA	0.0%	0.0%	0.1%	0.1%	-1.9%
VOLKSWAGEN	-1.0%	-1.0%			1.1%

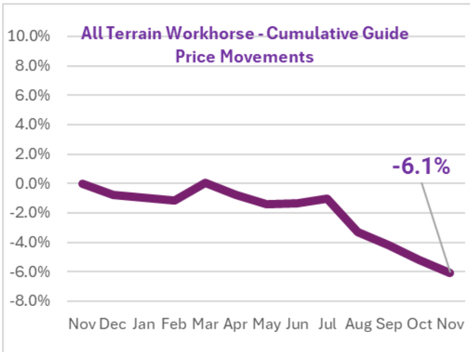


Best-selling All Terrain Workhorse by sales volume

38351 HILUX DIESEL (2016 - 2020) - Active D/Cab Pick Up 2.4 D-4D (16-20)
51383 HILUX DIESEL (2020 ----) - Active D/Cab Pick Up 2.4 D-4D (20-24)
38350 HILUX DIESEL (2016 - 2020) - Active Extra Cab Pick Up 2.4 D-4D TSS (16-20)
51518 D-MAX DIESEL (2020 - 2025) - 1.9 Utility Double Cab 4x4 (20-25)
45873 L200 DIESEL (2019 - 2021) - Double Cab DI-D 150 4Life 4WD (19-21)
24962 D-MAX DIESEL (2012 - 2017) - 2.5TD Extended Cab 4x4 (12-17)
21895 DEFENDER 110 LWB DIESEL (1990 - 2016) - Hi Capacity PickUp TDCi [2.2] (11-16)
41606 D-MAX DIESEL (2017 - 2020) - 1.9 Double Cab 4x4 (17-20)
30784 HILUX DIESEL (2011 - 2016) - Active D/Cab Pick Up 2.5 D-4D 4WD 144 (13-16)
35280 L200 DIESEL (2015 - 2019) - Double Cab DI-D 151 4Life 4WD (15-19)

All Terrain Workhorse - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
DACIA	-1.0%	-1.0%	-1.0%	-1.0%	-0.8%
FORD	-3.0%	-3.0%	-2.9%	-3.1%	-3.0%
INEOS	-1.0%				
ISUZU	2.0%	1.9%	2.0%	2.0%	2.5%
LAND ROVER	-0.3%	-0.4%	-0.3%	-0.6%	-1.2%
MITSUBISHI				0.8%	1.2%
NISSAN			-3.0%	-3.0%	-3.1%
SSANGYONG					-0.9%
SUZUKI	-3.2%	-3.1%	-3.3%	-3.1%	
TOYOTA	-2.3%	-1.7%	-1.9%	-2.6%	-1.2%



Ken Brown
LCV Valuations Editor

November 2025

HGV market overview

The average number of trucks available at auctions was broadly similar to last month, and so were sales, but the substantial change is how stocks have fallen over the last six months, which is good news.

Values of many vehicles are starting to show signs of recovery following months of reductions but there are models which are continuing to suffer declining values. If stocks remain at their current levels, it can only be a matter of time that demand outstrips supply, and those values start to see an upturn.

Plenty of fresh stock has been available, which certainly helps, as it creates good interest, especially late registered low mileage vehicles which remain sought after, particularly so if it is something different to the normal fare.

Dealers and manufacturers report that trade remains steady with some dealers starting to increase the stock they hold as values of some models start to show signs of improvement thus mitigating any potential monetary loss.

One dealer buying for a horsebox manufacturer noted that he was busy with enquiries, but finding suitable used vehicles to convert was becoming increasingly more difficult.

Used truck and trailer statistics.

Over the last month the average number of truck entries at auctions increased by 1.6%, and the number of on-the-day sales was unchanged. Sales were 8.3% more than in October last year when the average number of entries per auction was 34.6% more than this year.

Trailer entries decreased by 20.0% last month whilst sales increased by 32.0%. Sales were 32.0% more than last October when the average number of entries was 15.0% less than this year.

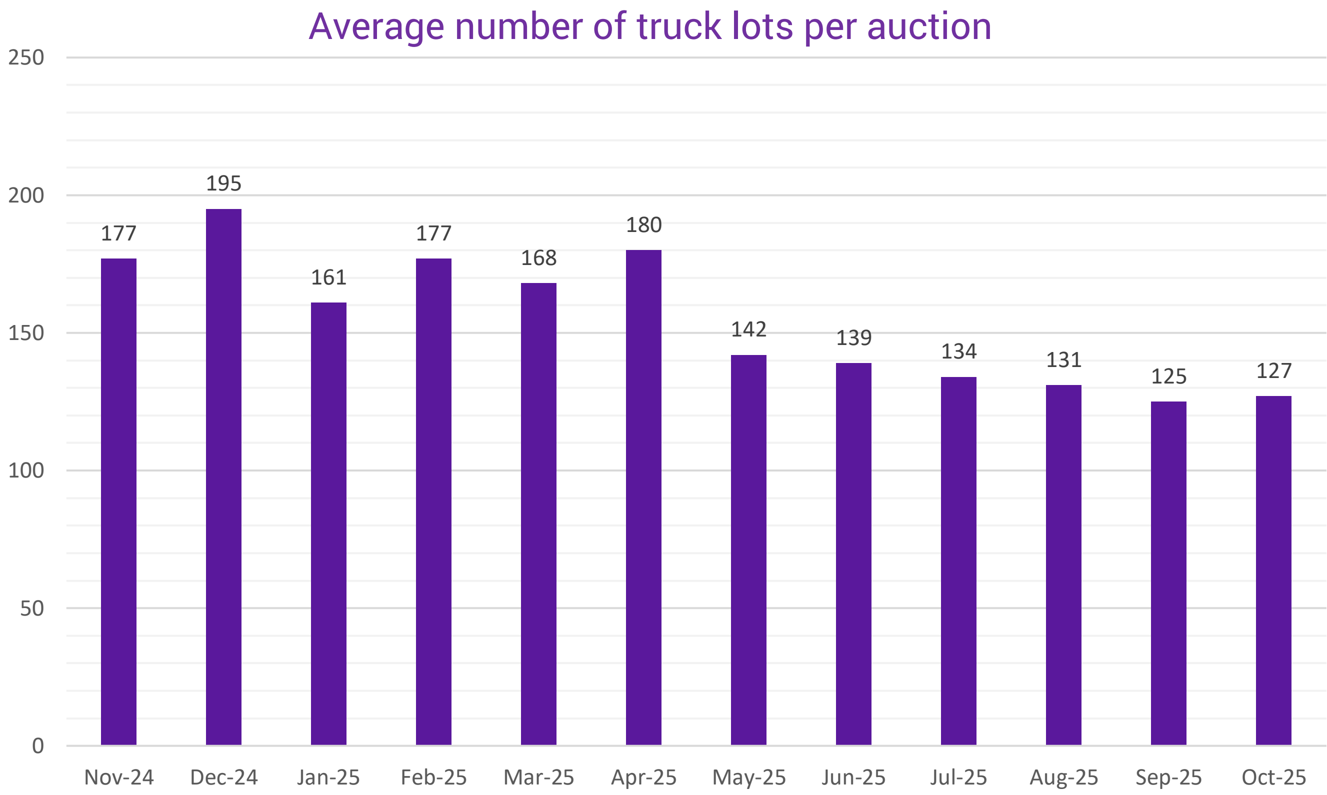
Over the previous month the number of vehicles under seven years of age increased by 7.5% whilst vehicles over nine years old decreased by 1.0%. Trailers saw a decrease of 0.8% in those under seven years of age and those over nine-year-old reduced by 0.3%.

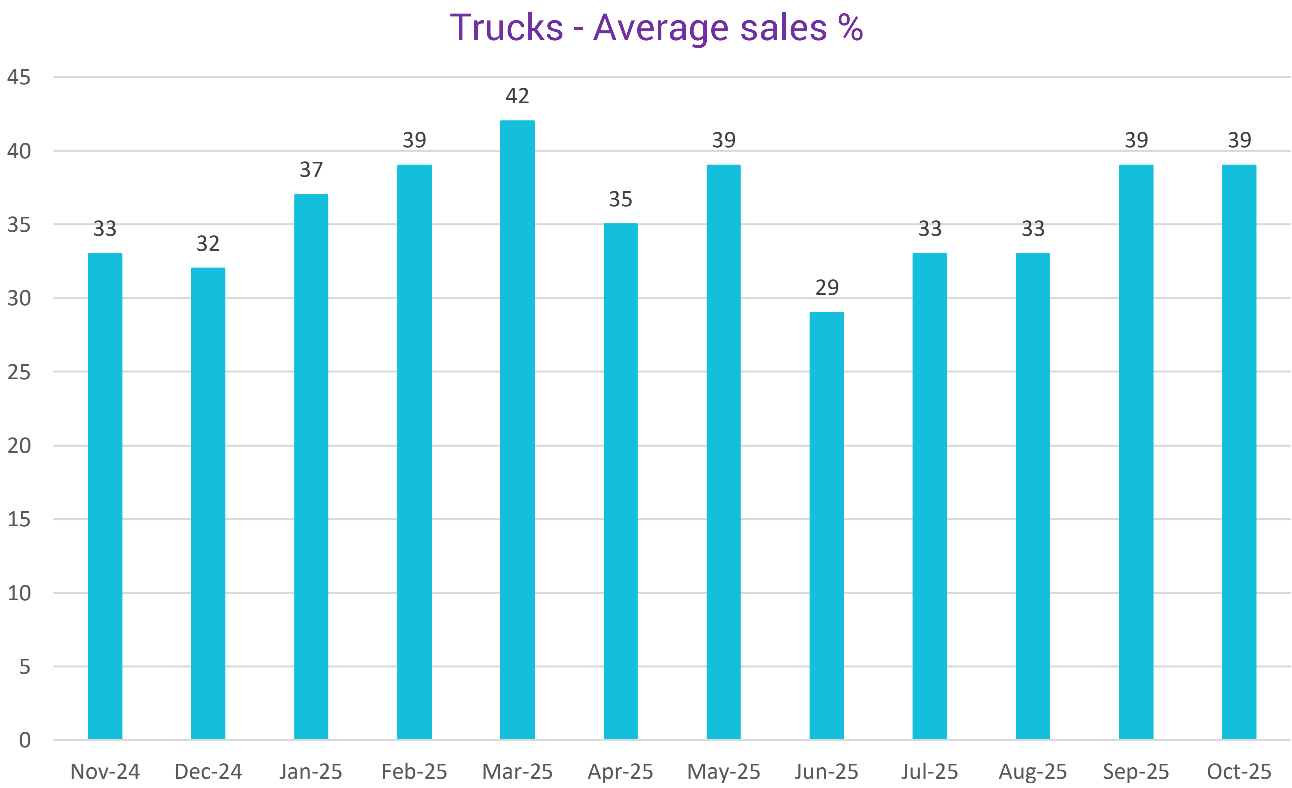
The above statistics are based on eight auctions and 1,171 total truck and trailer lots offered up to and including the 20th of October, and as always, we remind you that these are ‘hammer sales’ on-the-day and provisional sales which are subsequently successfully converted are not included.

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.

Commercial editorial

By cap hpi





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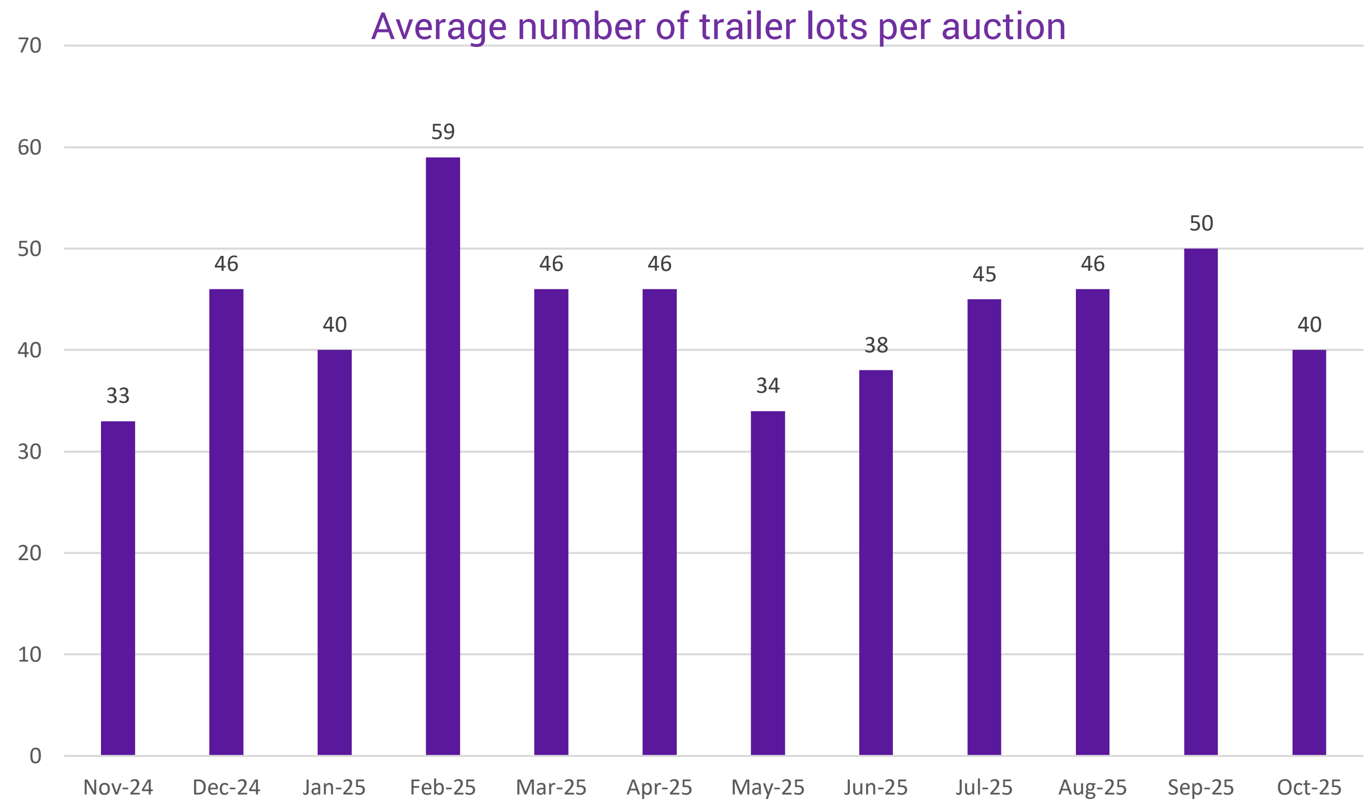
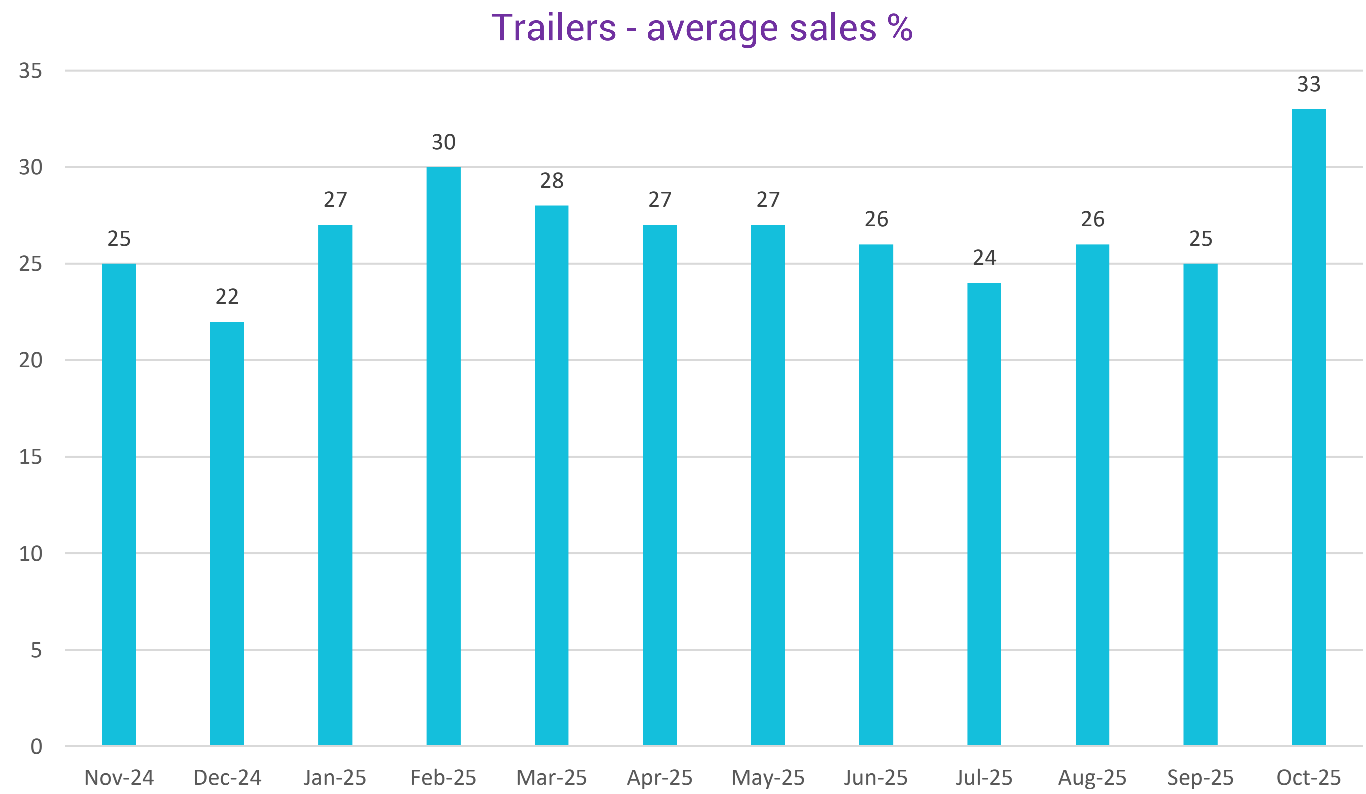
By cap hpi

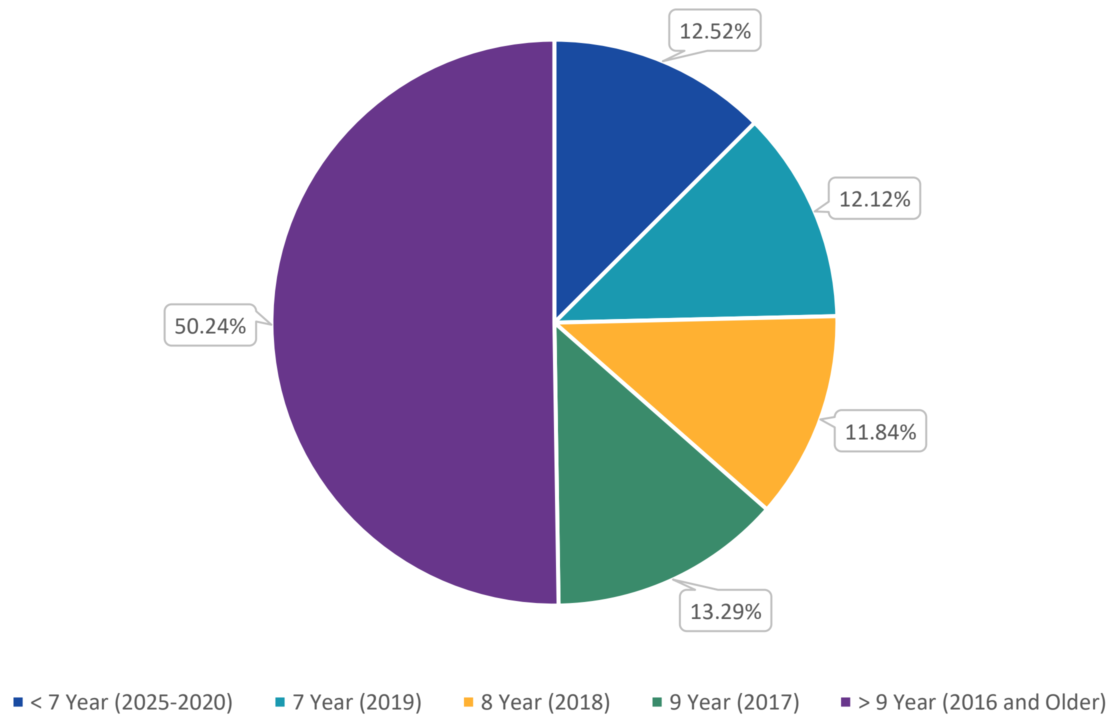
The two graphs below illustrate the average number of trailer lots which have been available at auctions each month followed by the average number of trailer sales as a percentage of the average number of trailer lots.



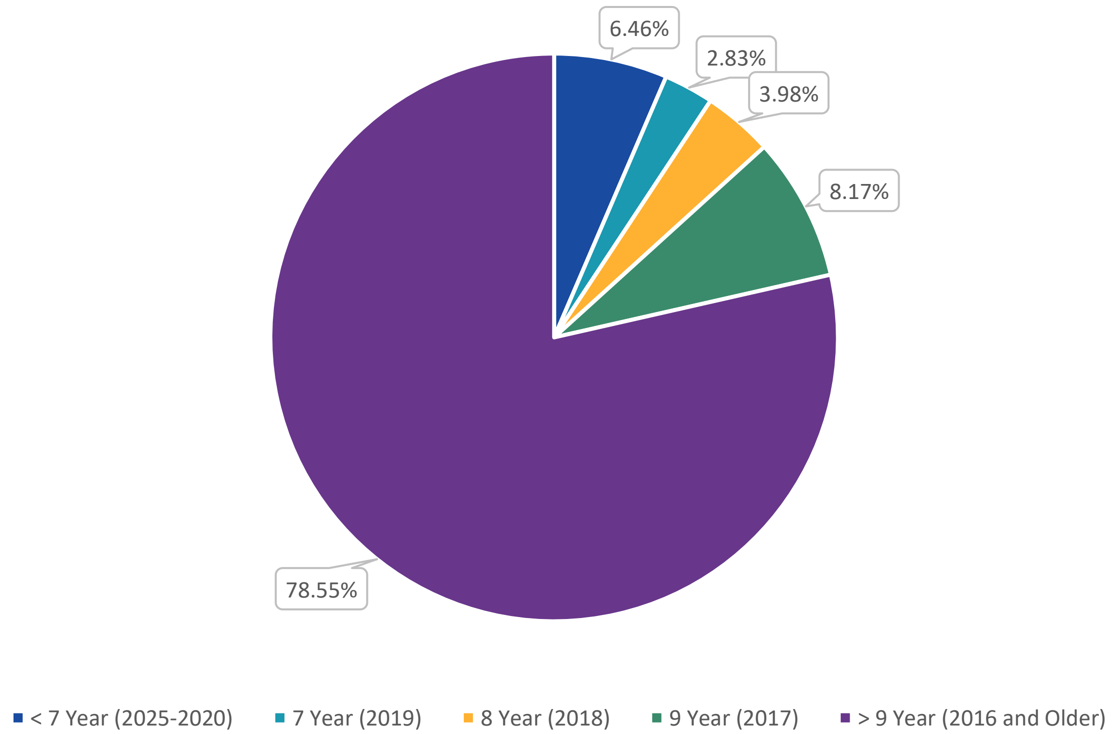


The following illustrates the age profile of trucks and trailers seen at auctions during 2025. The age of entries shown as a percentage of the total truck and trailer lots viewed.

Truck auction lots by age

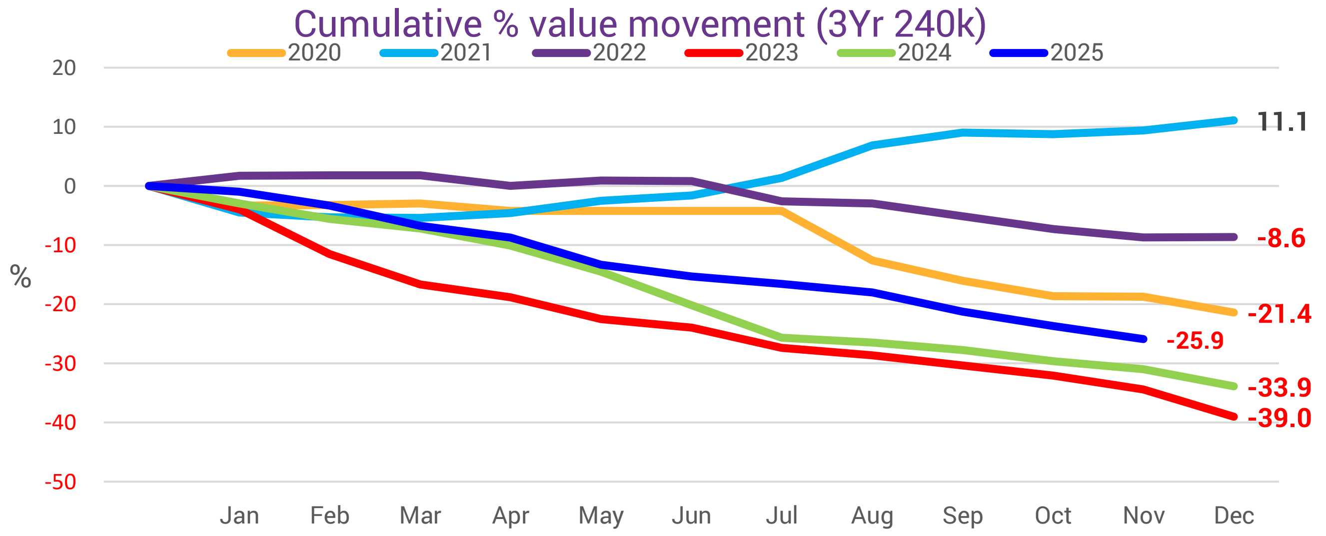


Trailer auction lots by age



Statistics for all the above graphs are correct up to and including 20th October 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, and several values have increased, but most values remain unchanged.

7.5 tonne stock remains steady at present, particularly boxes and to some extent curtains and fridges so values of these variants are slowly beginning to recover.

The number of tippers has fallen, at least for now, which is good news as we are approaching that time of the year when the sale of such vehicles tend to suffer. That said some recent sales have seen some strong prices being achieved.

High mileage, untidy or damaged vehicles are still struggling to find new homes, and doubtless will continue to do so for the near future.

The best opportunity for disposing of vehicles is before Christmas so a failure to sell in the next few weeks may signify that they have a limited opportunity of realising top values as post-Christmas de-fleets may swell auction stocks.

Car transporters continue to provoke good interest as was the case with a further selection of 7.5 tonne Isuzu double-deckers, one, an 18 plate N75.190 with 180,000 kilometres sold for £16,100.

Tilt and slide car transporters also remain popular and a selection from a major roadside recovery company prompted strong bidding. A 2020 69 plate MAN TGL12.220 BL crew cab example with 621,000 kilometres sold for £30,500.

Commercial editorial

By cap hpi

13t to 18t vehicles - Euro 6

- The values of some models have reduced, and several values have increased, but most values remain unchanged.

Sales are free flowing as dealers are beginning to re-stock again. Some vendors may have tempered their aspirations of achieving high returns, therefore setting reserve values which is leading to sales.

The constant flow of DAF LF Fridges shows little sign of abating, which is not helping their values. In fact, DAF LF's are readily available which is the reason for their values struggling across some other body styles too.

Traffic management dropsides with crash cushions continue to crop up, but in declining numbers which is making them more attractive propositions than of late, with many selling at the first attempt which is also due to realistic reserve values being placed upon them.

One recent example noted was a 19 plate Iveco Eurocargo ML180E25S sleeper cab with 94,000 kilometres which sold for £24,800.

Other sales of note include a 16 tonne left hand drive 2024 73 plate DAF FA LF.230 sweeper which sold for £65,000.

A 19 plate 18 tonne DAF FA LF280 gritter plough with 41,000 kilometres achieved £25,400 and finally an 18 plate DAF FA LF230 tipper grab with 60,000 kilometres which sold for £42,000.

Multi-wheelers - Euro 6

- Few changes here, with just a handful of value changes, some increasing and others falling.

Values of most derivatives of three axle vehicles have steadied after previous falls in value.

The sizeable number of Euro 6 8x4 tippers is not helping values, despite many finding buyers, values are in decline for some models, however those fitted with grabs are fewer in number and continue to provoke good interest when they appear at auction.

Mention was made last month of the lack of appetite for cement mixers and an example of this was the sale of a 17 plate 26 tonne DAF FAT CF.370 6x4 day cab example with 150,000 kilometres which sold for just £14,500.

Other notable 26 tonne sales include a 17 plate Mercedes Benz 2542L suction excavator with 111,000 kilometres which sold for £47,000 and a DAF FAR CF340 day cab beavertail with crane which had 246,000 kilometres which achieved £55,500.

Four axle 32 tonne examples comprised a 22 plate DAF FAX CF480 8x2 day cab beavertail with crane with 329,000 kilometres which sold for £126,000. A 2022 72 plate Volvo FM420 8x4 day cab tipper which achieved £100,000 and a 19 plate DAF FAX CF.310 8x2 day cab milk tanker with 542,000 kilometres which reached £36,500.

Tractor units - Euro 6

- The values of most three axle tractor units remain unchanged. There are some increased values and a handful of decreases.
  Similar can be said for the values of 4x2's which remain largely unchanged.

4x2 Euro 6 values, which have been performing to expectations for a good while, remain steady except for a couple of models.

6x2 tractor units remain numerous, but apart from a couple of models which have seen values fall most have seen values stay the same as sales continue to flow as quickly as fresh stock appears. Whether this will continue for any length of time is unknown and it could be compromised by surplus vehicles arriving in the market after Christmas.

An unusual 6x2 model seen at auction was a 22 plate Scania T730 with a highline cab and 438,000 kilometres. Bidding on this very well-presented bonneted vehicle was keen, and it eventually sold for an eye watering £181,000.

Trailers

- Trailers – Values have increased for some types with only drawbar trailers seeing any decreased values.

The number of curtains in the market has suddenly increased but been matched by strong demand which has seen them sell steadily and many at strong values.

Platforms have also been popular lots, so too have Euroliners.

Last month produced as many drawbar trailers in a few sales than have been seen in over a year. However, drawbar trailers are built bespoke to the original operator and are therefore poor sellers, as proved to be the case.

Interesting and unusual trailers usually prompt good interest as was the case with a 2019 5 axle Kassbohrer extendable low loader which sold for £38,250. A similar 2021 Faymonville 4 axle example sold for £50,000.

Rob Smith
HGV Valuations Editor