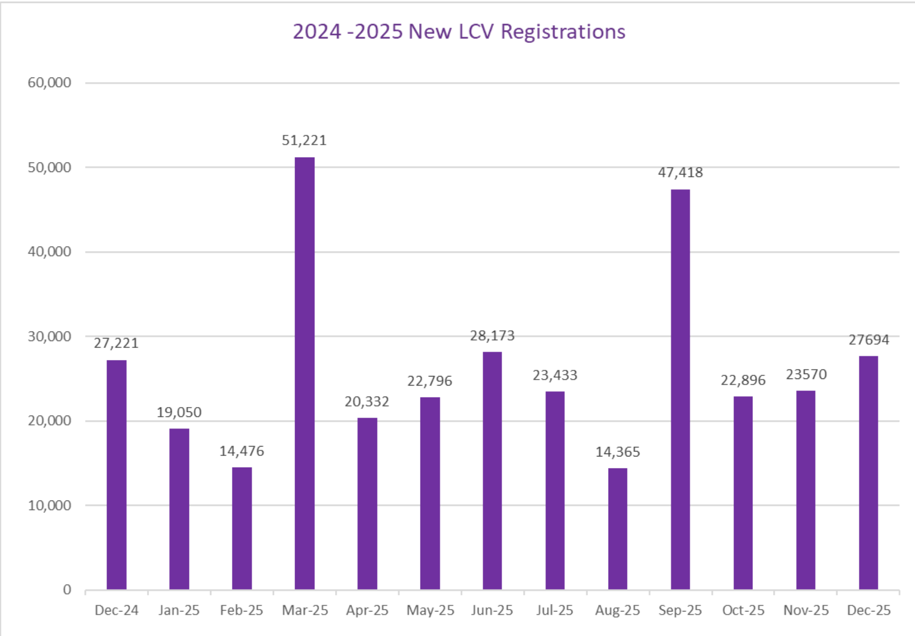
February 2026

LCV market overview

New LCV registrations down by 36,412 in 2025 – full year!

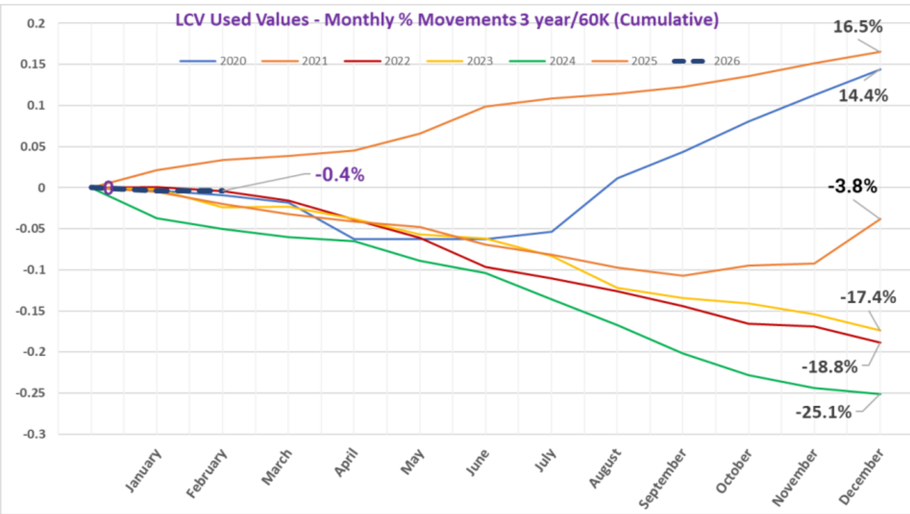


New LCV registrations totalled 315,422 in 2025, representing a 10.3% decline compared to 2024. That's 36,412 fewer new LCVs sold over the year. From January through to November 2025, every month new LCV registrations were lower than the corresponding month in 2024.

However, in December, traditionally the shortest month of the year for LCV sales, registrations were up by +1.7% compared to December 2024.

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

February used LCV average guide price movement zero; YTD cumulative guide price movement remains at -0.4%



This chart highlights the sharp fluctuations in guide price movements between 2020 and 2025. Prices peaked 2020 and 2021 during the height of the COVID-19 pandemic, before declining to more sustainable levels by late 2023.
The upturn in prices is clearly evident in 2025 as the market reacted to stock shortages. The purple dotted line represents the cumulative guide price changes we've made as February 2026 (-0.4%).

Commercial editorial

By cap hpi

February 2026 edition – on average zero guide price adjustment

Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
City Van	-0.2%	-0.5%	-0.5%	-0.4%	-0.5%
Small Van	0.0%	-0.5%	-0.7%	-0.6%	-0.1%
Medium Van	-0.2%	0.2%	0.1%	0.2%	0.5%
Large Van	0.3%	0.8%	1.1%	1.3%	1.4%
Chassis - Derived	-0.7%	-0.6%	-0.6%	-0.6%	-0.7%
All Terrain Lifestyle	0.0%	-0.1%	0.0%	-0.1%	0.0%
All Terrain Workhorse	-0.3%	-0.2%	-0.2%	-0.3%	-0.9%
Mini-bus	0.0%	0.0%	0.0%	0.0%	0.0%
Vat Qualifying	-1.7%	-1.1%	-0.3%	0.0%	0.0%

In this edition, average guide prices for 3-year/60K plates have remained virtually unchanged, with zero per cent movement recorded in our reporting systems. As always though, the devil is in the detail, so we always recommend using the guide to verify guide prices for specific models as details can vary.

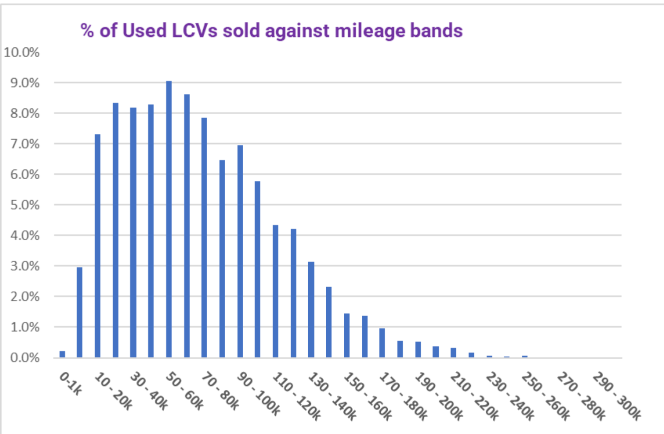
Indicative guide price movements by fuel types

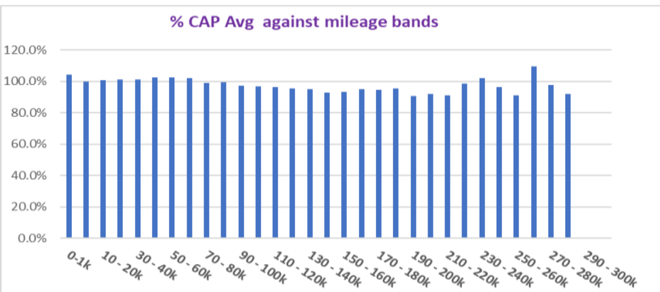
Fuel Types	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
Diesel	-0.1%	0.0%	0.1%	0.1%	0.1%
Petrol	-0.9%	-1.0%	-0.7%	-0.9%	-0.5%
Electric	-1.4%	-1.5%	-1.1%	-1.6%	-1.2%
Petrol Parallel PHEV	-2.1%	-2.0%			0.0%
Petrol Series PHEV	0.0%	0.0%	-0.3%	-0.5%	-0.5%
Petrol/Electric Hybrid	-0.9%	-1.1%	-0.9%		

Indicative guide price movements battery electric sector

BEV Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
E City Van				0.0%	0.0%
E Small Van	-3.0%	-3.4%	-3.6%	-2.8%	-2.7%
E Medium Van	-0.8%	-0.7%	1.2%	-3.3%	-1.8%
E Large Van	-1.8%	-1.7%	-1.5%	-1.4%	-1.1%
E Chassis - Derived	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
Chassis - Derived	-1.0%				
E 4x4 Pick-up Lifestyle SUV	2.1%				
E Mini-bus	-1.0%				

High mileage vehicles





These two charts are based on our January research data. They illustrate both the distribution of used LCVs sold across mileage bands from 1,000 up to 300,000 miles, and the sales performance within each of those mileage bands. By comparing the two charts, which share the same mileage scale along the x-axis, it's clear that sales performance closely mirrors the concentration of vehicles within the research data.

Whilst high mileage can significantly affect value, condition is one of many other factors that come into play. Typically, higher-mileage vehicles show greater wear and tear and more bodywork damage. This results in higher sales preparation costs which often deters some trade buyers from bidding altogether. However, in the current market, where used LCV stock is limited, buyers appear to be more receptive to bidding on higher-mileage vehicles providing there is little or no damage evident. This shift in buyer behaviour may help explain the stronger performance we are seeing from higher mileage vehicles.

Commercial editorial

By cap hpi

For what it's worth

New LCV market – miracles do happen!

In last month's market overview, as we awaited the SMMT's 2025 end-of-year LCV registration figures, we questioned whether a miraculous recovery might appear before year end.

Well, a miracle did happen!

Despite registrations being down every single month compared with 2024, in December, the shortest month of the year for LCV sales activity and with many key staff taking extended Christmas breaks, somehow there was a +1.7% increase in registrations.

Ideally, this late surge reflects several large fleet deals being finalised, which would be positive news for the used LCV wholesale market as de-fleeted vehicles begin to filter through the auctions. More worryingly, however, it could signal that the nearly new sector is about to face a wave of pre-registered stock being advertised at heavily discounted prices.

The guide aims to reflect the true wholesale market not short term retail advertising activity

Our subscribers should be aware that Red Book, used LCV current price guide, is driven by actual sales results from the wholesale market, not by advertised retail prices on online platforms. In the short term, some heavily discounted nearly new models may be priced lower than the equivalent late plate guide prices, and this could continue for an unknown period of time.

We would only adjust guide prices if those advertised discounts begin to influence trade sold prices, otherwise the guide will continue to reflect the true wholesale market rather than retail advertising activity.

Meeting auction officials - a crucial part of our research process

The opinions and market insights we gain from speaking to auction officials at the sharp end of remarketing are invaluable and form a crucial part of our research process. We share a vested interest in ensuring that guide prices reflect the market as accurately as possible. As we begin the new year, we have scheduled over a hundred meetings with our auction contacts. We greatly appreciate the opportunity to meet with them regularly and highly value the expertise they contribute to the guide.

Views from the auction block

Auction officials we've spoken to report a busy start to the new year, with particularly strong bidding on clean vehicles requiring minimal preparation. Driven by the ongoing shortage of stock, larger LCV dealers are paying what one contact described as "eye-watering amounts," while smaller buyers are finding it increasingly difficult to compete.

Another auction source noted that market prices remain inconsistent and difficult to interpret. Some lots are achieving well above guide levels, while identical models of similar age, mileage and condition are struggling to attract bids. At present, there is simply no clear pattern.

What is clear is that trade buyers are becoming increasingly cautious about condition. Even with a limited availability of used LCV stock to choose from, many are reluctant to purchase damaged vehicles, particularly those requiring mechanical repairs. Parts shortages, long lead times and rising repair costs are frequently cited as the main deterrents. The overall effect is a widening gap between clean vehicles and those with damage, creating a two-tier market that traders with their own repair facilities may be well positioned to take advantage of.

Buyers are also showing scepticism toward vehicles that still carry a portion of manufacturer's warranty, due to extended franchise dealer workshop lead times and, in some cases, a lack of technical expertise within certain dealer networks to resolve issues promptly.

Wet-belt engines are proving especially difficult to sell, given the high cost of belt replacement and the risk of consequential damage. Oil pick-up blockages, oil starvation and total belt failure remain significant concerns for buyers assessing long-term reliability. This isn't just about repair costs. Long established, reputable used LCV dealers are also reluctant to buy them, as doing so could risk damaging their business reputation.

Looking ahead

Despite the doom, gloom and wider economic uncertainty, demand for used LCVs remains healthy, as we've seen so many times before during recessions and economic downturns. Retail demand appears to be looking after itself for now, while the supply of used stock into the trade remains a significant challenge.

Leasing companies report that contracts are being extended on an ad-hoc basis, and there is a growing sense that operators have realised, partly as a result of the pandemic, that modern vehicles are more durable and can be run cost-effectively for much longer periods.

Currently, guide prices remain relatively stable, however, if used stock levels stay low against such strong demand, we can expect upward pressure on values.

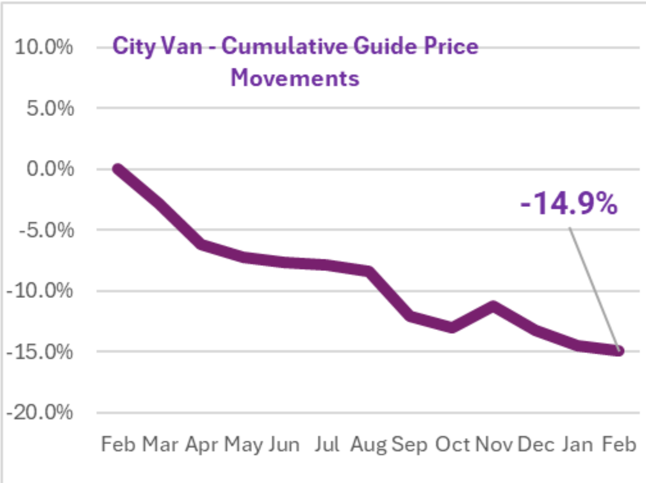
Sectors – what you need to know

Best-selling City Vans by sales volume

42522	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Trend Van [6 Speed] (18-23)
55439	COROLLA PETROL (2022 - 2023) - 1.8 VVT-i Hybrid Commercial Auto (22-23)
42524	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 100ps Limited Van [6 Speed] (18-23)
42521	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Van [6 Speed] (18-19)
43638	FIESTA PETROL (2018 ----) - 1.0 Ecoboost 125 Sport Van (18-)
41923	CORSAVAN DIESEL (2014 - 2018) - 1.3 CDTi 16V 95ps ecoTEC Van [Start/Stop] (17-18)
30871	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Trend Van (14-18)
43639	FIESTA DIESEL (2018 - 2020) - 1.5 TDCi Van (18-20)
42523	TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 100ps Trend Van [6 Speed] (18-23)
34050	CORSAVAN DIESEL (2014 - 2018) - 1.3 CDTi 16V Van [Start/Stop] (14-18)

City van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT	0.0%	-1.0%	-1.0%	-0.9%	-1.1%
FORD	0.0%	0.0%	0.0%	0.0%	0.0%
TOYOTA	-0.9%	-1.1%	-0.9%		



Commercial editorial

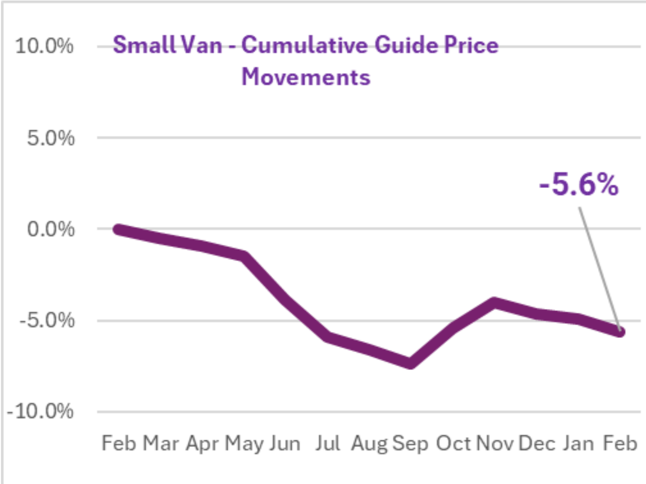
By cap hpi

Best-selling Small Vans by sales volume

42529 TRANSIT CONNECT 200 L1 DIESEL (2018 - 2021) - 1.5 EcoBlue 75ps Van (18-19)
44398 PARTNER STANDARD DIESEL (2018 - 2024) - 1000 1.5 BlueHDi 100 Professional Van (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)
56316 BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 1000Kg Enterprise Ed 100ps 6 Speed S/S (22-24)
34756 CADDY C20 DIESEL (2015 - 2020) - 2.0 TDI BlueMotion Tech 102PS Startline Van (15-20)
55328 PARTNER STANDARD DIESEL (2018 - 2024) - 1000 1.5 BlueHDi 100 Professional Prem Van [6 Spd] (21-22)
43682 COMBO CARGO L1 DIESEL (2018 - 2024) - 2300 1.6 Turbo D 100ps H1 Edition Van (18-19)
42561 TRANSIT CONNECT 240 L2 DIESEL (2018 - 2024) - 1.5 EcoBlue 120ps Limited Van (18-21)
44218 COMBO CARGO L1 DIESEL (2018 - 2024) - 2300 1.5 Turbo D 100ps H1 Sportive Van (19-21)

Small van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	2.2%	1.3%	0.0%	0.0%	0.0%
FIAT	2.6%	1.0%	0.0%	0.0%	0.0%
FORD	-2.6%	-2.0%	-2.0%	-2.0%	-2.0%
MERCEDES-BENZ	0.0%	0.0%	0.0%		-2.0%
NISSAN	-1.0%	-1.1%	-1.0%	3.2%	3.1%
PEUGEOT	2.5%	1.5%	0.0%	0.0%	0.0%
RENAULT	-1.1%	-1.0%	0.9%	2.9%	3.1%
TOYOTA	-1.4%	-0.7%	0.0%	0.0%	0.0%
VAUXHALL	2.2%	1.1%	0.0%	0.0%	0.0%
VOLKSWAGEN	-2.0%	-2.0%	-2.0%	-2.0%	-0.7%

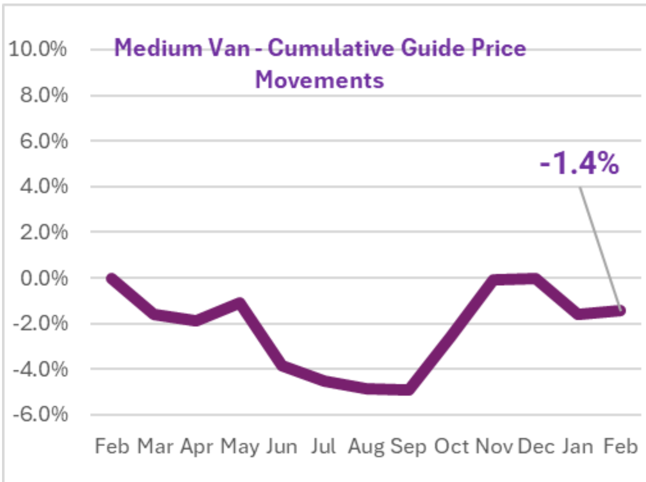


Best-selling Medium Vans by sales volume

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)
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)
42183 TRANSIT CUSTOM 320 L2 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 105ps Low Roof Trend Van (18-23)
42084 TRANSIT CUSTOM 320 L2 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 130ps Low Roof D/Cab Limited Van (17-23)
39597 EXPERT STANDARD DIESEL (2016 - 2024) - 1400 2.0 BlueHDi 120 Professional Van (16-21)
44322 VIVARO L2 DIESEL (2019 - 2024) - 2900 1.5d 100PS Sportive H1 Van (19-22)
44446 TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 105ps Low Roof Leader Van (19-23)
57331 TRANSIT CUSTOM 300 L1 DIESEL FWD (2023 - 2024) - 2.0 EcoBlue 136ps H1 Van Limited (23-24)

Medium van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	0.2%	0.6%	1.0%	1.0%	1.0%
FIAT	0.7%	0.7%	0.5%	0.0%	0.0%
FORD	0.0%	-0.1%	-0.1%	-0.1%	-0.1%
MAXUS	0.0%				
MERCEDES-BENZ	0.0%	-0.9%	-2.0%	-2.0%	0.2%
NISSAN	0.0%	0.0%	0.0%	0.0%	0.0%
PEUGEOT	0.0%	0.0%	0.0%	0.0%	0.0%
RENAULT	1.5%	3.3%	4.2%	5.0%	8.4%
RENAULT TRUCKS UK	0.0%	0.0%	0.0%		
TOYOTA	0.5%	0.7%	1.0%	1.0%	1.0%
VAUXHALL	1.0%	1.0%	1.0%	1.0%	1.0%
VOLKSWAGEN	-1.6%	-1.0%	-1.0%	-1.0%	-1.0%



Commercial editorial

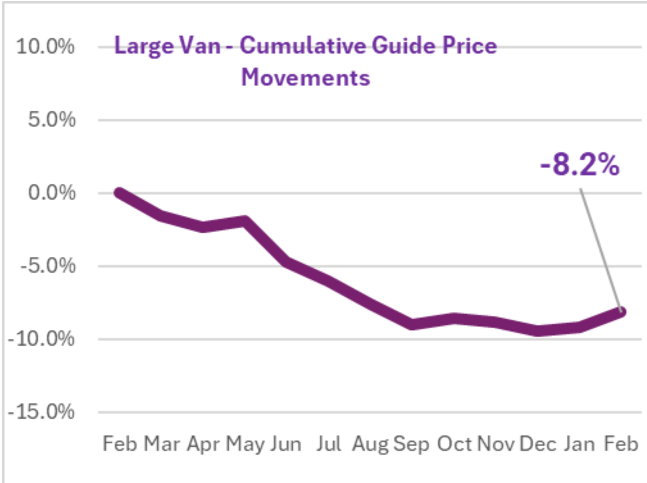
By cap hpi

Best-selling Large Vans by sales volume

37861 TRANSIT 350 L2 DIESEL FWD (2014 - 2019) - 2.0 TDCi 130ps H3 Van (16-19)
44606 TRANSIT 350 L3 DIESEL RWD (2019 ----) - 2.0 EcoBlue 130ps H3 Leader Van (19-24)
45432 MOVANO 3500 L3 DIESEL FWD (2019 - 2021) - 2.3 Turbo D 135ps H2 Van (19-21)
44585 TRANSIT 350 L3 DIESEL FWD (2019 ----) - 2.0 EcoBlue 130ps H2 Leader Van (19-24)
49244 SPRINTER 315CDI L3 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)
49238 SPRINTER 315CDI L2 DIESEL RWD (2020 - 2023) - 3.5t H2 Progressive Van (20-23)
38252 MOVANO 35 L2 DIESEL FWD (2010 - 2019) - 2.3 CDTI H2 Van 130ps (16-19)
41542 CRAFTER CR35 LWB DIESEL FWD (2017 - 2025) - 2.0 TDI 140PS Trendline High Roof Van (17-23)
45054 MASTER LWB DIESEL FWD (2019 - 2025) - LM35dCi 135 Business+ Medium Roof Van (19-23)

Large van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	2.6%	3.1%	4.9%	5.0%	5.1%
FIAT	2.9%	4.3%	5.0%	5.0%	4.6%
FORD	1.4%	1.4%	1.6%	1.6%	1.6%
IVECO	0.0%	0.0%	0.0%	0.0%	0.0%
MAN	-1.5%	-1.5%	-3.0%	-3.0%	-3.0%
MAXUS	5.8%	5.9%	6.0%	3.8%	2.1%
MERCEDES-BENZ	0.0%	0.0%	0.0%	0.0%	0.0%
NISSAN	0.0%	0.0%	0.0%	0.0%	0.0%
PEUGEOT	3.0%	3.2%	5.0%	5.0%	5.0%
RENAULT	2.5%	5.0%	5.0%	5.0%	5.0%
RENAULT TRUCKS UK	2.7%	5.0%	5.0%	4.0%	4.2%
TOYOTA	1.1%				
VAUXHALL	0.5%	0.3%	0.0%	0.0%	0.0%
VOLKSWAGEN	2.5%	5.0%	5.0%	5.0%	5.0%

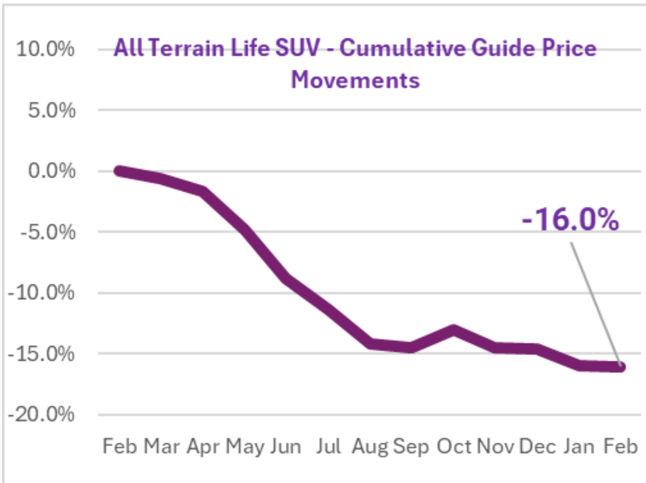


Best-selling All Terrain Lifestyle/SUV by sales volume

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)
45402 NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 TT 4WD Auto (19-22)
39510 NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 4WD (16-19)
35282 L200 DIESEL (2015 - 2019) - Double Cab DI-D 178 Warrior 4WD (15-19)
39511 NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 4WD Auto (16-19)
51388 HILUX DIESEL (2020 ----) - Icon D/Cab Pick Up 2.4 D-4D Auto (20-24)
44058 RANGER DIESEL (2019 - 2022) - Pick Up Double Cab XLT 2.0 EcoBlue 170 (19-22)

All Terrain Life/SUV- guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT				0.0%	0.0%
FORD	0.0%	0.0%	0.0%	0.0%	0.0%
ISUZU	0.0%	0.0%	0.0%	0.0%	0.0%
KGM	0.0%	0.0%			
MAXUS	0.0%				
MERCEDES-BENZ					0.0%
MITSUBISHI					0.0%
NISSAN			0.0%	0.0%	0.0%
SSANGYONG		0.0%	0.0%	0.0%	0.0%
TOYOTA	0.0%	-0.3%	-0.3%	-0.3%	-0.1%
VOLKSWAGEN	0.0%	0.0%			0.0%



Commercial editorial

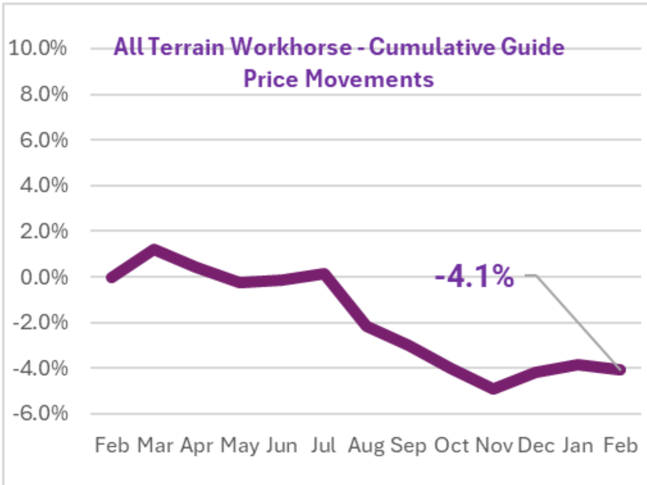
By cap hpi

Best-selling All Terrain Workhorse by sales volume

38351	HILUX DIESEL (2016 - 2020) - Active D/Cab Pick Up 2.4 D-4D (16-20)
51518	D-MAX DIESEL (2020 - 2025) - 1.9 Utility Double Cab 4x4 (20-25)
51383	HILUX DIESEL (2020 ----) - Active D/Cab Pick Up 2.4 D-4D (20-24)
48083	L200 DIESEL (2019 - 2021) - Double Cab DI-D 150 Trojan 4WD (20-21)
45873	L200 DIESEL (2019 - 2021) - Double Cab DI-D 150 4Life 4WD (19-21)
51475	DISCOVERY DIESEL (2020 ----) - 3.0 D300 HSE Commercial Auto (20-21)
30784	HILUX DIESEL (2011 - 2016) - Active D/Cab Pick Up 2.5 D-4D 4WD 144 (13-16)
41605	D-MAX DIESEL (2017 - 2020) - 1.9 Extended Cab 4x4 (17-20)
34999	RANGER DIESEL (2015 - 2019) - Pick Up Double Cab XL 2.2 TDCi (15-19)
38349	HILUX DIESEL (2016 - 2020) - Active Extra Cab Pick Up 2.4 D-4D (16-20)

All Terrain Workhorse - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
DACIA	0.0%	0.0%	0.0%	0.0%	0.0%
FORD	0.0%	0.0%	0.0%	0.0%	0.0%
INEOS	0.0%	.			
ISUZU	0.0%	0.0%	0.0%	0.0%	0.0%
LAND ROVER	0.0%	0.0%	0.0%	0.0%	0.0%
MITSUBISHI					2.4%
NISSAN				0.0%	0.0%
SUZUKI			0.0%	0.0%	
TOYOTA	-2.0%	-2.0%	-1.3%	-1.3%	-2.5%



Ken Brown
LCV Valuations Editor

February 2026

HGV market overview

With auctions quickly getting back into the swing of things after the festive season it is good to see them with mixed stock to offer and some brisk trade occurring. Whilst still early days, and any large vehicle de-fleets not yet materialising, which could adversely affect values, the January auctions we viewed indicated that values in some sectors were showing signs of improvement.

The average number of trucks available at auctions decreased last month whilst sales increased to their highest level for over 12 months. Trailers saw a significant increase in entrants, but here too sales increased significantly to levels not seen over the last year.

Fresh stock continues to flow, but any major post-Christmas defleets are set to materialise and as things are at present the year has kicked off strongly. However, we all know that things can change quickly in this market, but if stocks remain steady there is every chance that demand could start to outstrip supply for some vehicle types, which usually bodes well for values.

Used truck and trailer statistics.

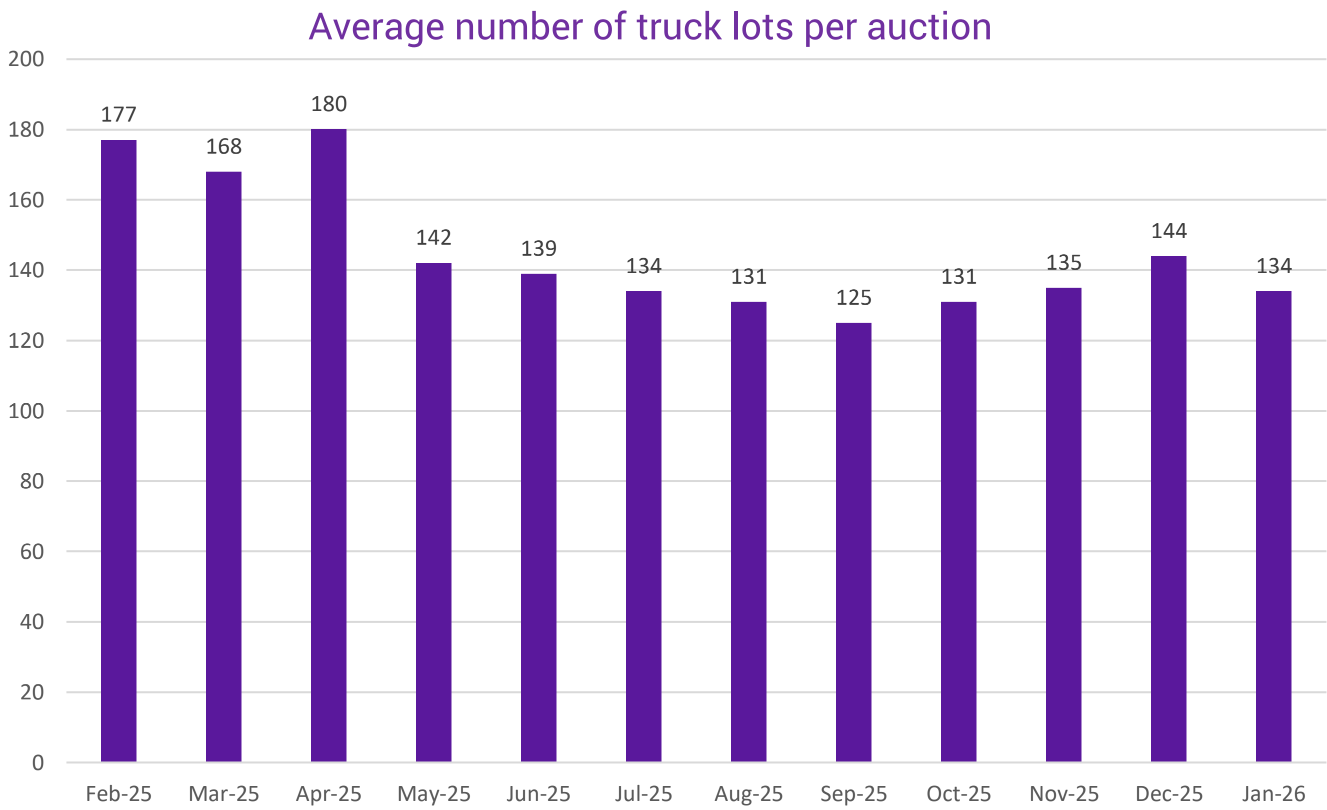
Over the last month the average number of truck entries at auctions decreased by 6.9%, and the number of on-the-day sales rose by 11.1%. Sales were 35.1% more than in January 2025 when the average number of entries per auction was 20.1% more than this year.

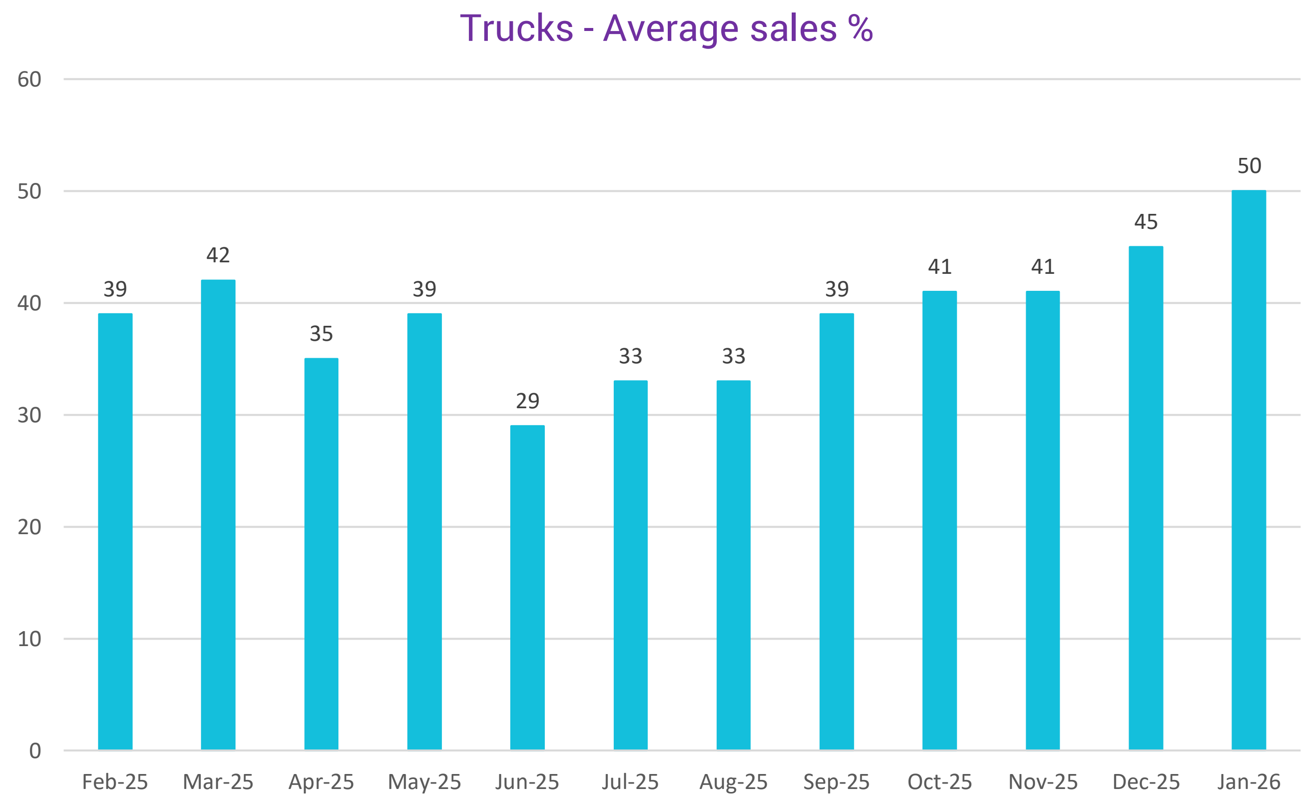
Trailer entries increased by 23.7% last month whilst sales rose by 44.4%. Sales were 22.7% more than last January when the average number of entries was 17.5% more than this year.

Over the previous month the number of vehicles under seven years of age decreased by 9.3%, whilst vehicles over nine years old increased by 6.5%. Trailers saw a decrease of 31.7% in those under seven years of age and those over nine-year-old increased by 13.9%.

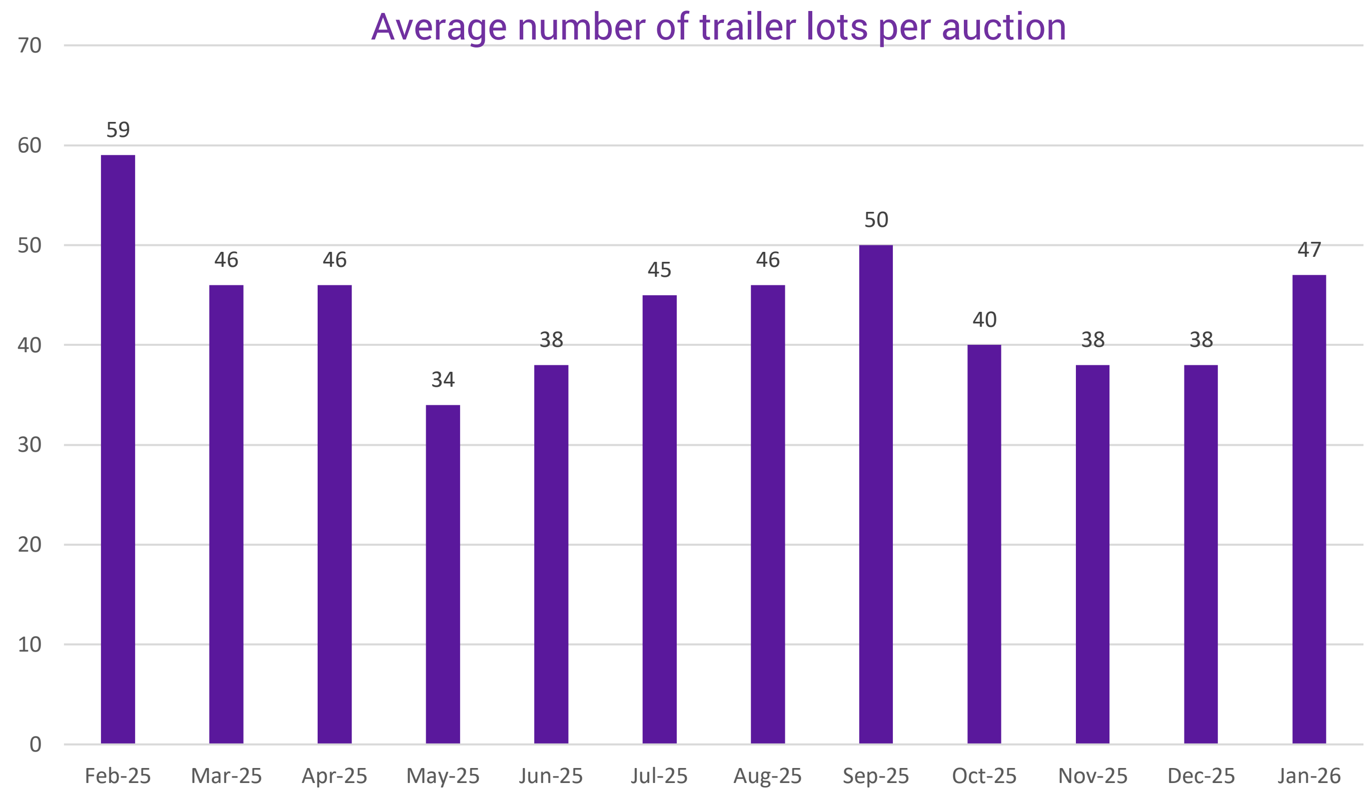
The above statistics are based on six auctions and 904 total truck and trailer lots offered up to and including the 19th January, and as always, we remind you that these are 'hammer sales' on-the-day and provisional sales which are subsequently successfully converted are not included.

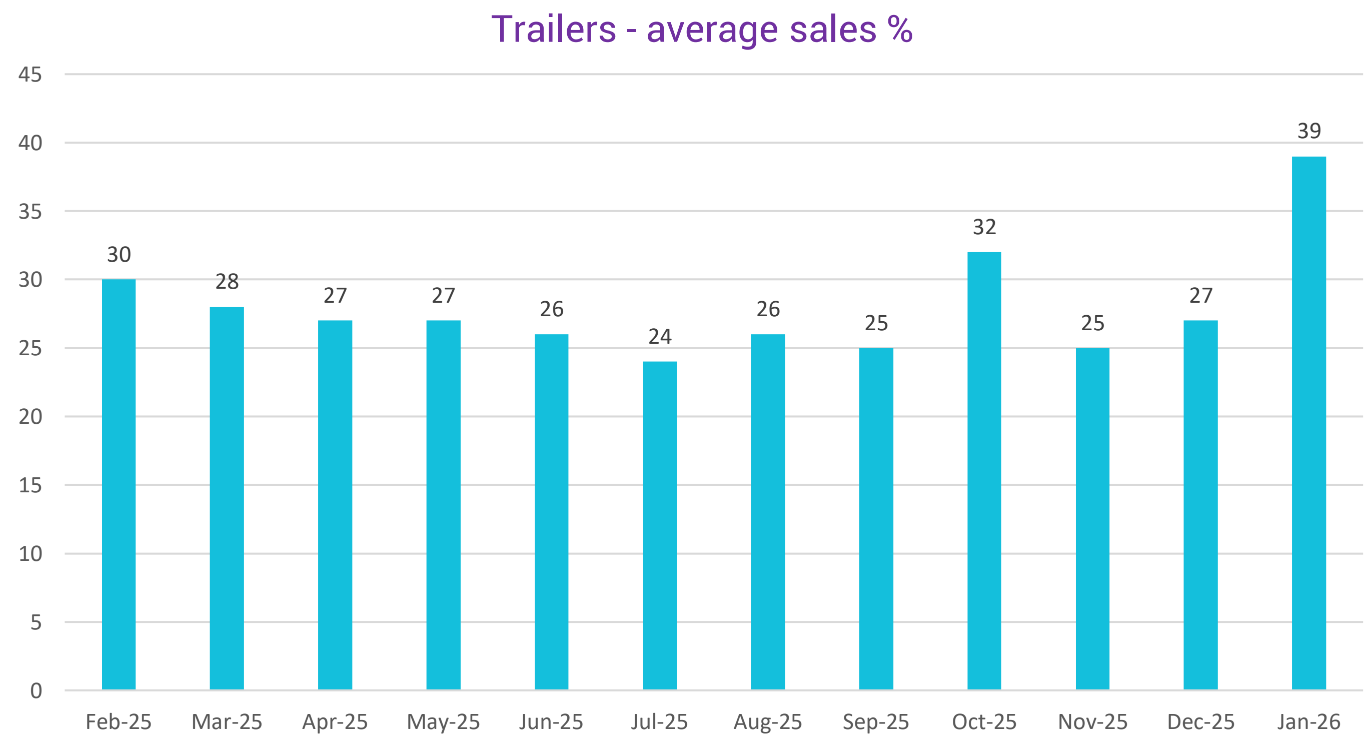
The following two graphs illustrate the average number of truck lots which have been available at auctions each month followed by the average number of truck sales as a percentage of the average number of truck lots.


Average number of truck lots per auction
200
180
160
140
120
100
80
60
40
20
0
177
168
180
142
139
134
131
125
131
135
144
134
Feb-25
Mar-25
Apr-25
May-25
Jun-25
Jul-25
Aug-25
Sep-25
Oct-25
Nov-25
Dec-25
Jan-26


Trucks - Average sales %
60
50
40
30
20
10
0
39
42
35
39
29
33
33
39
41
41
45
50
Feb-25
Mar-25
Apr-25
May-25
Jun-25
Jul-25
Aug-25
Sep-25
Oct-25
Nov-25
Dec-25
Jan-26

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.



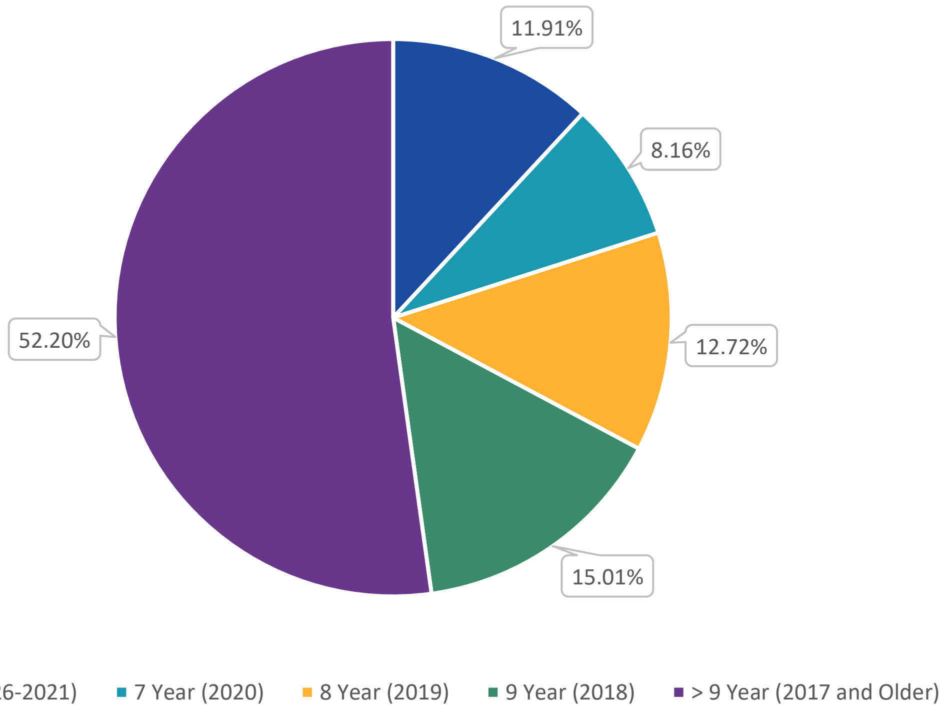


Commercial editorial

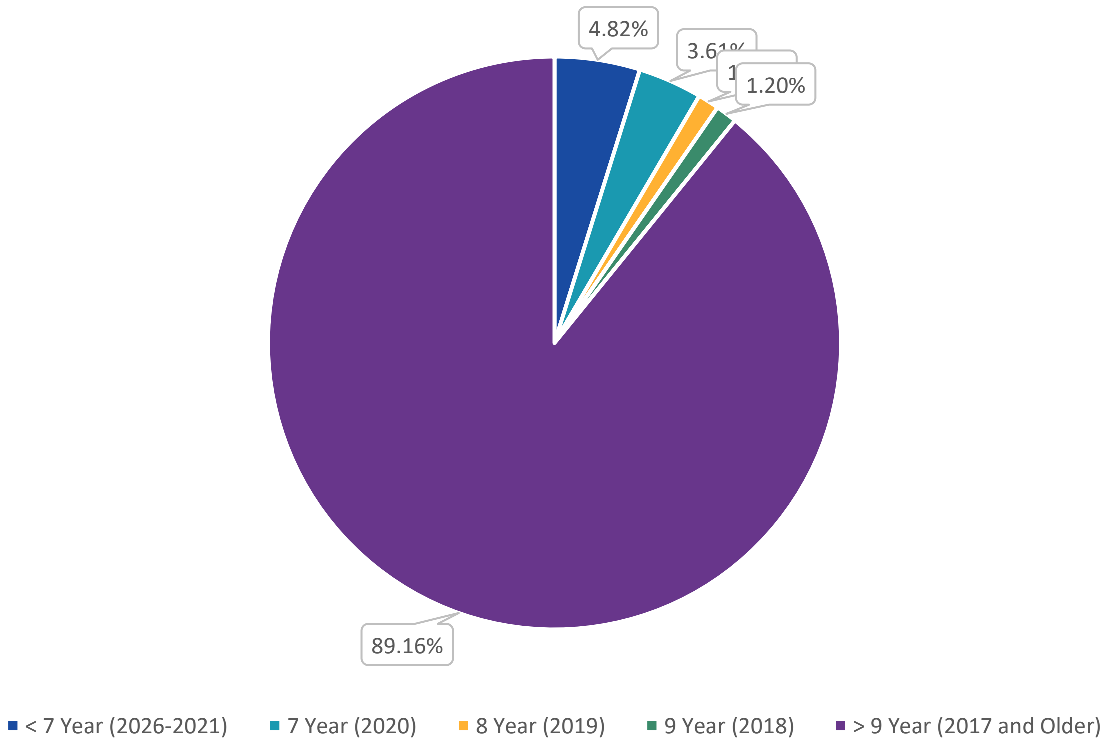
By cap hpi

The following illustrates the age profile of trucks and trailers seen at auctions during 2026. 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

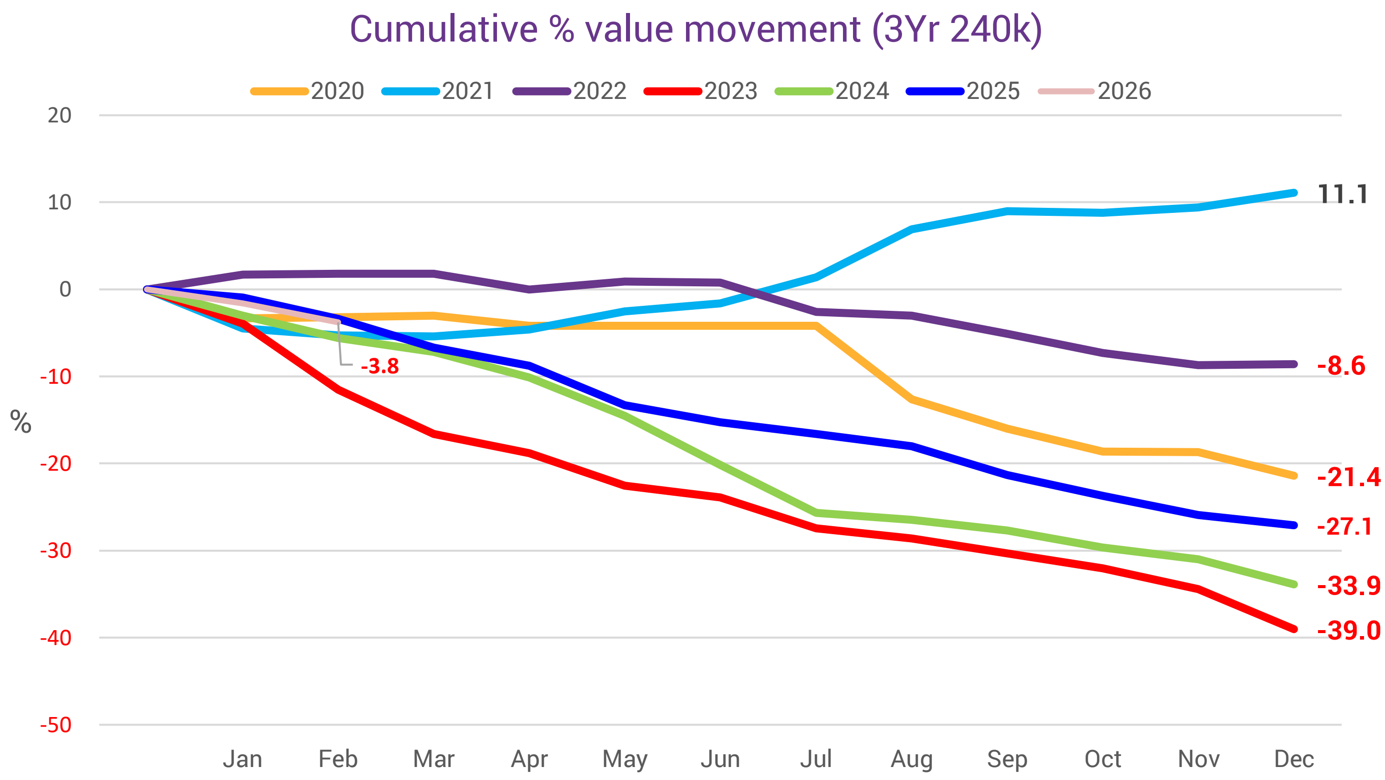


Commercial editorial

By cap hpi

Statistics for all the above graphs are correct up to and including 19th January 2026

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 most models have remained stable with just a couple of negative movements.

We reported last month that 7.5 tonne boxes were plentiful, well now there is even more of them available, but sales remain strong and most values are being maintained. A substantial number of former Royal Mail boxes have appeared in the market. These are predominantly DAF's along with a smaller quantity of Iveco's and as most are over ten years of age, their presence is unlikely to adversely affect current values.

Fridges from several manufacturers and of varying quality are easy to find so any additional stock in the pipeline could negatively affect values. Other body types are currently less numerous, so are less susceptible to any increase in volumes.

Vehicles which are tidy and with low mileage attract attention which often results in a successful sale. Older, less tidy vehicles are more of a problem and are unlikely to attract buyers quickly.

Tippers remain few on the ground at present so are the are prompting good interest, but it is vehicles which differ from the norm which are creating the strongest interest, such as tippers with cranes, car transporters and often good quality, low mileage ex council vehicles.

Of the tilt and slide crew cab car transporters seen recently the best example sold was a 2020 69 plate MAN TGL12.220 BL with 629,000 kilometres which sold for £32,000.

13t to 18t vehicles - Euro 6

- The values of some models have reduced, but a similar number of positive movements have occurred, but most values are unchanged.

The number of DAF LF fridges in the market has increased again resulting in values falling a little. They are in such abundance that 33% of all running vehicles at one recent auction consisted of DAF LF fridges, of which only two sold on the day.

Other DAF LF's are plentiful, and values are affected depending on body type. Most other models are easily available but not in the volumes that DAF LF's are.

A batch of ten-year-old Scania P230 fridges from a supermarket chain almost all sold when they appeared at auction as did a sprinkling of a few much newer Mercedes-Benz Antos boxes which were aided by sensible reserves and being in a tidy condition, helpful in achieving good values.

Skips are relatively scarce currently and providing they are ready for further service they are obtaining some strong bids as are some of the newer sweepers available, one of which was a left-hand drive 16 tonne DAF FA LF250 Johnston VT652 new in 2020 on a 69 plate which sold for £40,400.

Multi-wheelers - Euro 6

- The values of some three-axle vehicles have declined, whilst the majority of four axle values remain unchanged except for a few hook loaders which have suffered falling values.

8x4 tippers have been more numerous of late and some are starting to find sales less forthcoming. Similar could be true for some hook loader models.

Currently boxes, curtains and fridges are not as plentiful but even when they do appear interest is not to the point where good money is paid, not even for low mileage stock.

Drawbar rigs, consisting primarily of boxes and car carriers, along with refuse vehicles continue to appear but little interest is being shown in them.

Interesting vehicles seen recently include a small number of Scania L320 6x2 curtains on 2019 69 plates with just under 500,000 kilometres. The L cab is an especially low cab, the type often used for specialist applications such as aircraft scissor lifts and are rarely seen in general use, so have limited desirability, but a pair of them sold for £18,000 each at the same auction.

Other interesting vehicles included a Mercedes Benz Arocs 2630K 6x4 day cab tipper grab on a 21 plate with only 48,000 kilometres which created strong interest and sold for £74,400. 6x4 tippers are much less common that 8x4's and can often sell at higher values than their larger siblings.

Because of their high capital costs vacuum tankers tend to be operated for longer periods than some other vehicle types so a 2020 70 plate day cab MAN TGS 26.430 BB 6x2-4 example with a RCV Ultra Max 3,200 litre combi tank and 285,000 kilometres proved a most popular entry, eventually selling for £82,000.

Beavertails are always popular lots, and the pick of the bunch last month was an 18 plate 8x2 sleeper cab DAF FAX CF450 cheese wedge with a PM38525 SP 5 extension crane and 179,000 kilometres which sold for £75,000.

Tractor units - Euro 6

- Most values for 6x2 tractor units remain unchanged although there are a small number of increases and decreases.
  6x4 values have seen some decreases and the values of 4x2's reflects those of 6x2's.

4x2 vehicles have been much more numerous recently and some strong sales prices have been achieved leading to some values rising this month. The Renault T has been available in numbers, especially day cabs, the result being their values have reduced a little.

6x2 tractor units remain plentiful but sales continue to flow leading to values remaining largely unaffected. A surprise is that the Iveco Stralis performed strongly last month and their values have increased whereas the S-Way which replaced the Stralis sold less well.

Several 6x4 units have been available and unless STGO certified values have struggled, leading to some values falling.

Several LNG and CNG 4x2 and 6x2 tractor units have been available, primarily Iveco Stralis and Scania P's all of which have struggled to sell. Those that found buyers sold for values around 50% less than the diesel equivalent.

Trailers

- Trailers – The values of most types have declined.

The number of trailers available increased significantly last month but strangely so did the number of sales, but due to the quantities involved the values achieved were lower than in previous months, meaning that most values have declined. The one exception, for now, being curtains, where values have managed to hold steady despite their volume.

Unlike trucks major fleet post-Christmas de-fleets appear to be in full swing and we will have to wait and see how many more trailers appear and how new arrivals affect values.

With only around 10% of trailers being under 9 years of age, the remaining 90% have little value in them for the most part with many needing rectification work prior to use. As a result, it is the ready to run trailers which are achieving first time sales.

Rob Smith
HGV Valuations Editor