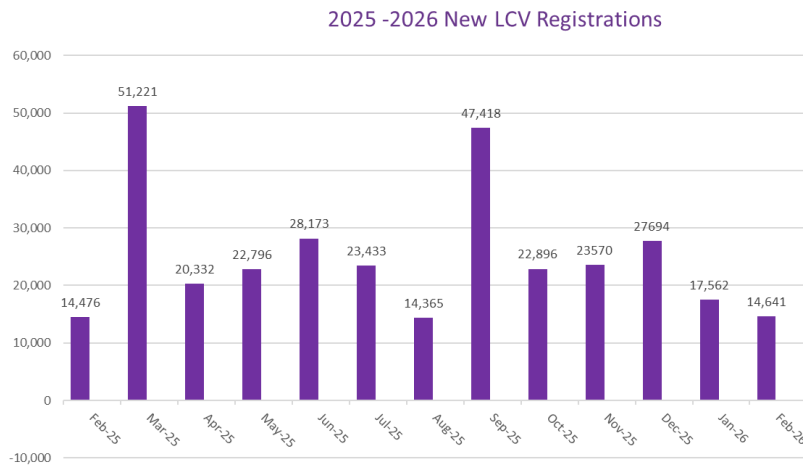


April 2026

LCV market overview

February 2026 New LCV registrations (source SMMT)

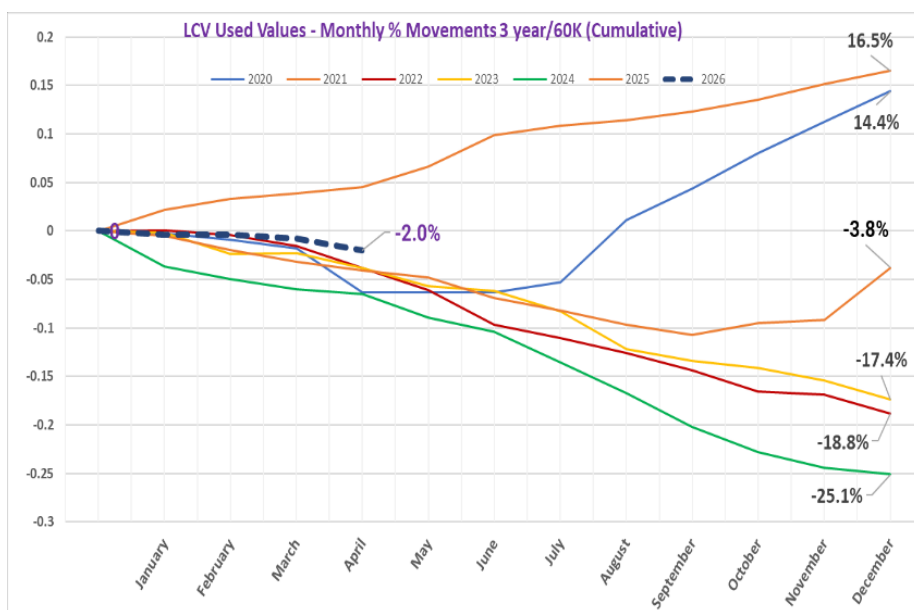


At 14,641 units, February 2026 new LCV registrations increased by 165 vehicles (+1.1%) compared with February 2025.

While this modest increase is welcome, the continuing weakness in new LCV registrations largely reflects ongoing economic uncertainty, which continues to weigh heavily on business confidence. It appears that many fleet operators are deferring investment in new vehicles unless it is absolutely necessary.

The conflict in Iran has already had a direct impact on energy prices, most notably motor vehicle fuel, which will inevitably add further pressure to the cost of living. At the same time, the Bank of England has warned that up to two base rate increases may be required this year, potentially increasing the cost of vehicle finance, while inflation is expected to rise to 3.5% or higher. Taken together, these factors present a challenging outlook for the motor industry as a whole, further undermining consumer confidence and increasing operating costs across the sector.

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



April used LCV average guide price movement **-1.2%**

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. Represented by the purple dashed line, the cumulative downward movement so far this year is **-2%**.

Commercial editorial

By cap hpi

Market price changes in this edition

The following charts illustrate the average market price changes as reflected by the guide price adjustments we've made in this edition. These changes represent a combination of price revisions and adjustments to the mileage depreciation rates of individual model ranges.

The Minibus and All-Terrain Workhorse sectors have experienced the most significant downturn in market prices, while only marginal changes were seen across the remaining sectors.

As always, the devil is in the detail, so we recommend using the guide to confirm prices for specific models, as values can vary considerably by model range and at individual CAP ID level.

Indicative guide price movements by sector

Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
City Van	-0.8%	-0.8%	-0.4%	-0.5%	0.9%
Small Van	0.2%	0.6%	0.6%	0.9%	0.9%
Medium Van	-0.8%	-0.3%	-0.9%	-0.9%	-2.0%
Large Van	-0.5%	-0.3%	-0.1%	-0.2%	-0.3%
Chassis - Derived	-1.8%	-1.7%	-1.6%	-1.6%	-1.5%
All Terrain Lifestyle	-0.5%	-0.3%	-0.5%	0.0%	0.3%
All Terrain Workhorse	-1.5%	-0.7%	-0.7%	-0.7%	-0.2%
Mini-bus	-4.0%	-4.0%	-4.0%	-4.0%	-4.0%
Vat Qualifying	-1.1%	-0.7%	-0.4%	0.2%	0.0%

Indicative guide price movements BEV sector

BEV Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
E City Van	-1.2%			-0.9%	-1.0%
E Small Van	-1.1%	-1.1%	-0.3%	1.2%	0.3%
E Medium Van	-1.7%	-2.4%	-5.2%	-5.3%	-7.2%
E Large Van	-1.3%	-1.4%	-1.3%	-1.2%	-1.2%
E Chassis - Derived	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
E 4x4 Pick-up Lifestyle SUV	0.0%	0.0%	0.0%	0.0%	
E Mini-bus	-1.0%	-1.1%			
E Vat Qualifying	-1.0%	-0.9%	-1.0%	-1.0%	-1.0%

Indicative guide price movements by fuel types

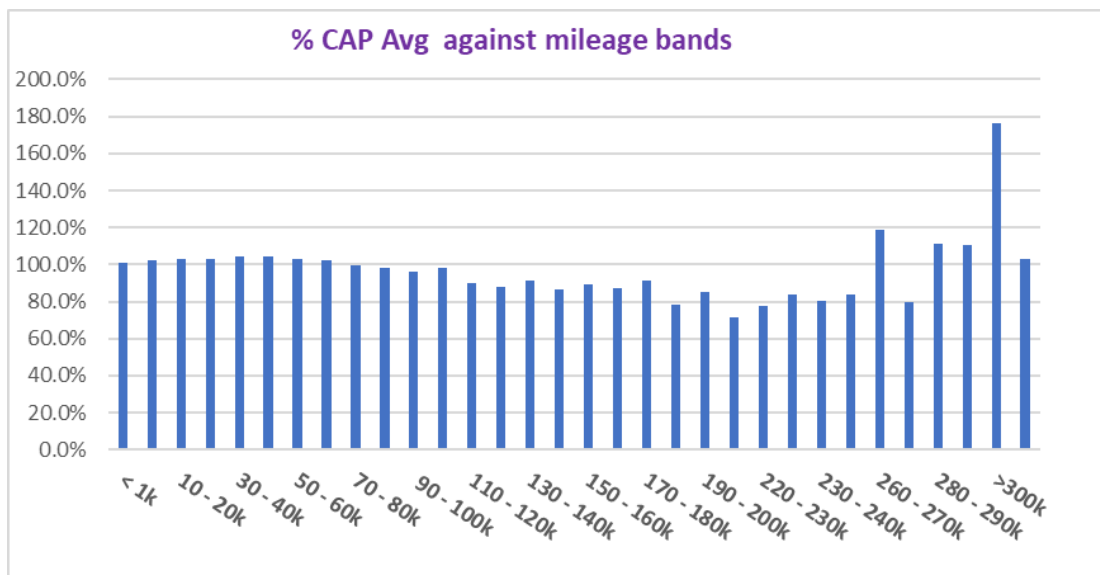
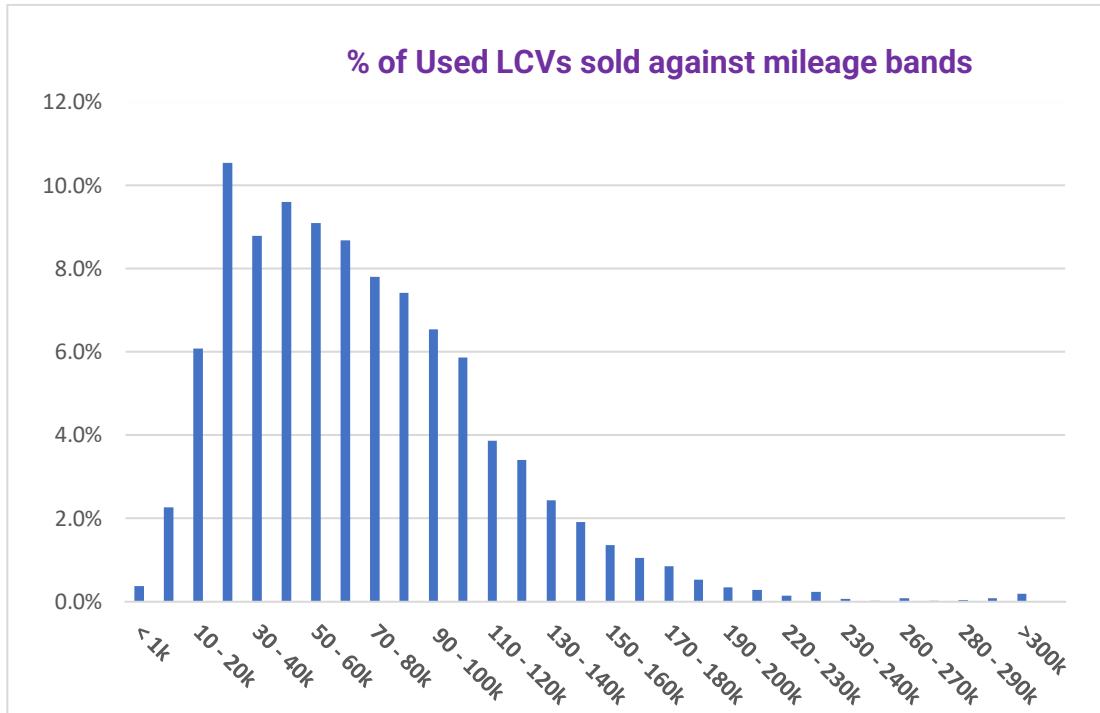
Fuel Types	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
Diesel	-1.1%	-1.0%	-1.2%	-1.1%	-1.2%
Petrol	-0.3%	0.0%	0.2%	0.3%	0.9%
Electric	-1.3%	-1.4%	-1.9%	-1.5%	-1.7%
Petrol Parallel PHEV	-1.4%	-1.6%	-2.0%	0.0%	-1.0%
Petrol Series PHEV	-4.9%	-5.2%	-4.6%	-3.1%	-3.7%
Petrol/Electric Hybrid	-5.1%	-5.8%	-5.9%	-4.5%	0.0%

Commercial editorial

By cap hpi

The following charts are based on our March research data. They represent 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 exactly the same horizontal axis, it's clear that sales performance closely mirrors the concentration of vehicles within the research data. In this month's research we noticed a decrease in sales performance for some vehicles that had covered over 90,000 miles resulting in some marginal adjustments to mileage depreciation rates.



Commercial editorial

By cap hpi

For what it's worth

Used LCV Wholesale Market - Views from the block

Auction officials we spoke to over the past month reported little change in market conditions. The main issues remain the ongoing shortage of used stock and continuing uncertainty over future supply. While some suggested the March plate change could prompt a substantial influx of de-fleeted and part-exchange vehicles, others expressed their doubts and warned against expecting any significant uplift. Whatever the effects are of the March plate, they are unlikely to be immediate, and it could be well into April before we start to see vehicles appear.

Conversion and guide performances were mixed.

Auction sale footfall and online bidding remains high, and many trade buyers, especially the larger ones, continue to pay a premium to secure the right stock.

Some auction houses reported higher provisional sales that required extra work behind the scenes to convert, indicating a lean towards a seller's market with vendors holding out for top prices.

Others felt there was a widening two-tier market where vehicles in reasonable condition for their age and mileage continue to sell well, while those with damage and/or requiring mechanical repairs are increasingly hard to shift.

Battery Electric LCVs (BEVs)

As uptake of new BEV LCVs continues to increase, growing numbers of used examples are now reaching the end of their first operating cycle and entering the used LCV market. From a valuation perspective, this is a positive development, as it provides safer sample sizes within our research data, enabling us to set guide prices that more accurately reflect current used wholesale market conditions.

Earlier-generation BEV LCVs were typically more expensive, offered limited driving ranges, and required longer recharge times compared with the later models now appearing in our data. Ongoing technological advances, coupled with improvements to charging infrastructure, mean that range anxiety and access to recharging facilities are becoming less of a barrier.

That said, the transition away from petrol and diesel internal combustion engines (ICE) has been driven less by consumer demand and more by political determination to enforce the Zero Emission Vehicle (ZEV) mandate in order to reduce greenhouse gas emissions. Under the mandate, manufacturers are required to meet strict sales targets for compliant vehicles or face penalties for every non-compliant vehicle sold.

This year's requirement that 24% of a manufacturer's total sales must be ZEV compliant puts considerable pressure on the LCV sector. In practice, compliance can only be achieved by manufacturers effectively forcing dealers and large fleet customers to include a proportion of compliant vehicles within their order mix, regardless of their suitability or cost and distorting the natural demand patterns.

In contrast, the transition within the used LCV market remains, for now, driven by user choice. Given that the vast majority of LCVs are purchased and operated for commercial purposes, it is difficult for a market segment focused on productivity and profitability to fully embrace BEVs and the broader green initiatives. Where there remains an ample supply of ICE vehicles in the used market, which offer greater flexibility and convenience, it is understandable why many operators continue to favour traditional powertrains to solve their transport needs.

Over time, we will inevitably see a gradual reduction in the volume of ICE LCVs entering the used market, however, that point still appears some way off.

Commercial editorial

By cap hpi

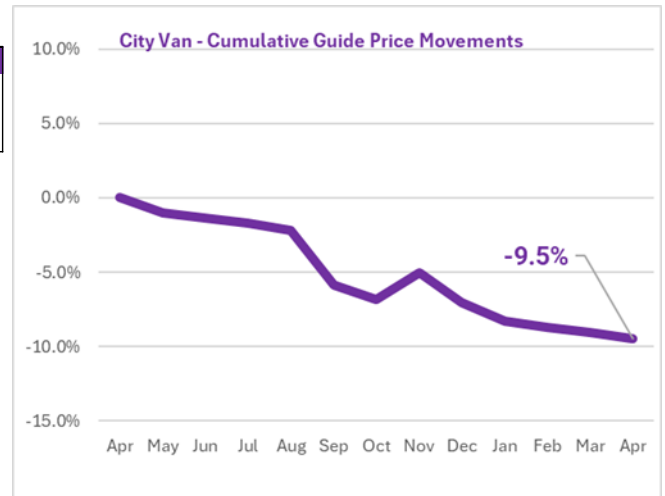
Sectors – what you need to know

Best-selling City Vans by sales volume

- 42522 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Trend Van [6 Speed] (18-23)
- 43639 FIESTA DIESEL (2018 - 2020) - 1.5 TDCi Van (18-20)
- 55439 COROLLA PETROL (2022 - 2023) - 1.8 VVT-i Hybrid Commercial Auto (22-23)
- 42521 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Van [6 Speed] (18-19)
- 42524 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 100ps Limited Van [6 Speed] (18-23)
- 38327 FIORINO CARGO DIESEL (2016 - 2024) - 1.3 16V Multijet SX Van (16-19)
- 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)
- 41923 CORSAVAN DIESEL (2014 - 2018) - 1.3 CDTi 16V 95ps ecoTEC Van [Start/Stop] (17-18)
- 26324 FIESTA DIESEL (2012 - 2017) - 1.5 TDCi Van (12-17)

City van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT		-3.1%	-3.0%	-3.1%	-3.0%
FORD	0.3%	1.3%	2.1%	2.2%	4.3%
TOYOTA	-5.1%	-5.8%	-5.9%	-4.5%	0.0%

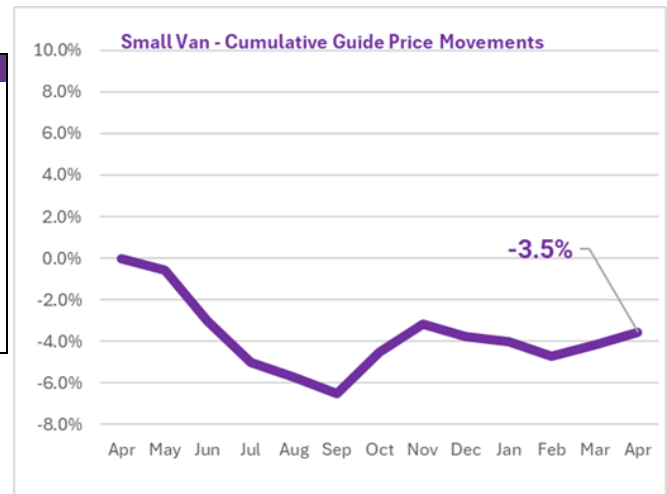


Best-selling Small Vans by sales volume

- 44398 PARTNER STANDARD DIESEL (2018 - 2024) - 1000 1.5 BlueHDi 100 Professional Van (19-21)
- 56316 BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 1000Kg Enterprise Ed 100ps 6 Speed S/S (22-24)
- 56336 PARTNER STANDARD DIESEL (2018 - 2024) - 1000 1.5 BlueHDi 100 Professional Premium + Van (22-24)
- 42539 TRANSIT CONNECT 220 L1 DIESEL (2018 - 2024) - 1.5 EcoBlue 100ps Van (18-19)
- 53412 BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 1000Kg Enterprise Pro 100ps [6 Speed] (21-22)
- 42534 TRANSIT CONNECT 200 L1 DIESEL (2018 - 2021) - 1.5 EcoBlue 120ps Limited Van (18-21)
- 42529 TRANSIT CONNECT 200 L1 DIESEL (2018 - 2021) - 1.5 EcoBlue 75ps Van (18-19)
- 38471 BERLINGO L1 DIESEL (2008 - 2018) - 1.6 BlueHDi 625Kg Enterprise 75ps (16-18)
- 44515 BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 1000Kg Enterprise 100ps (19-21)
- 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	0.2%	1.2%	2.0%	2.0%	2.0%
FIAT	0.0%	0.0%	0.0%	-1.1%	-1.9%
FORD	0.0%	1.2%	1.5%	2.0%	2.0%
MERCEDES-BENZ	0.0%	0.0%	0.0%		0.0%
NISSAN	0.0%	0.0%	0.0%	2.7%	4.0%
PEUGEOT	1.8%	1.5%	1.1%	1.0%	1.0%
RENAULT	-1.0%	-1.0%	-0.9%	-0.5%	0.0%
TOYOTA	0.3%	0.7%	1.0%	0.9%	1.0%
VAUXHALL	1.4%	0.7%	0.0%	0.0%	0.0%
VOLKSWAGEN	0.0%	0.0%	0.0%	0.0%	-0.4%



Commercial editorial

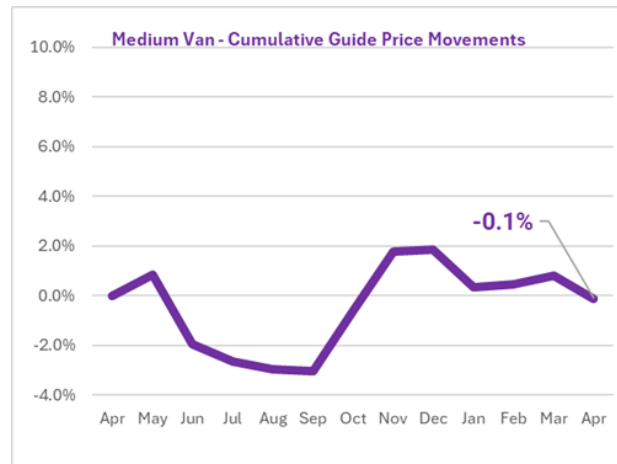
By cap hpi

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)
45899	TRANSPORTER T28 SWB DIESEL (2020 - 2024) - 2.0 TDI 110 Startline Van (20-24)
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)
56409	DISPATCH M DIESEL (2016 - 2024) - 1000 1.5 BlueHDi 100 Van Enterprise Edition (22-24)
57331	TRANSIT CUSTOM 300 L1 DIESEL FWD (2023 - 2024) - 2.0 EcoBlue 136ps H1 Van Limited (23-24)
44322	VIVARO L2 DIESEL (2019 - 2024) - 2900 1.5d 100PS Sportive H1 Van (19-22)
56184	VIVARO L2 DIESEL (2019 - 2024) - 2900 1.5d 100PS Prime H1 Van (22-24)
45901	TRANSPORTER T28 SWB DIESEL (2020 - 2024) - 2.0 TDI 110 Highline Van (20-24)

Medium van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-0.2%	-1.2%	-2.0%	-2.0%	-2.0%
FIAT	0.0%	0.0%	0.0%	0.0%	0.0%
FORD	-2.1%	-2.1%	-2.3%	-2.7%	-4.3%
MAXUS	0.0%	0.0%			
MERCEDES-BENZ	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
NISSAN	1.0%	1.2%	2.0%	1.6%	0.0%
PEUGEOT	0.0%	0.0%	0.0%	0.0%	0.0%
RENAULT	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
RENAULT TRUCKS UK	-1.0%	-1.0%	-1.0%		
TOYOTA	0.0%	0.0%	0.0%	0.0%	0.0%
VAUXHALL	-0.5%	-2.4%	-4.9%	-4.4%	-3.7%
VOLKSWAGEN	-1.2%	1.6%	1.1%	0.0%	-1.1%

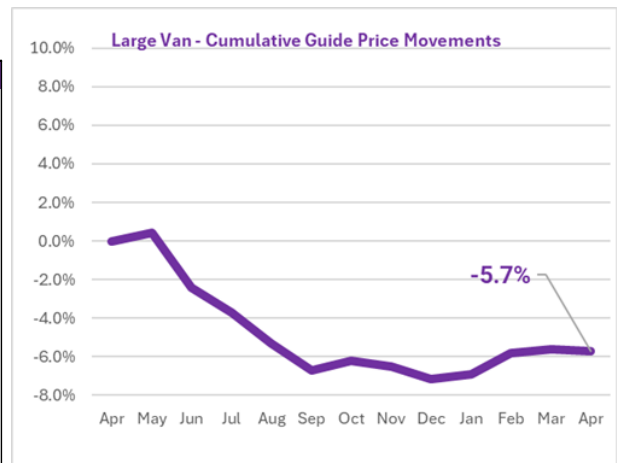


Best-selling Large Vans by sales volume

37861	TRANSIT 350 L2 DIESEL FWD (2014 - 2019) - 2.0 TDCi 130ps H3 Van (16-19)
49244	SPRINTER 315CDI L3 DIESEL RWD (2020 - 2023) - 3.5t H2 Progressive Van (20-23)
44606	TRANSIT 350 L3 DIESEL RWD (2019 ----) - 2.0 EcoBlue 130ps H3 Leader Van (19-24)
45054	MASTER LWB DIESEL FWD (2019 - 2025) - LM35dCi 135 Business+ Medium Roof Van (19-23)
44585	TRANSIT 350 L3 DIESEL FWD (2019 ----) - 2.0 EcoBlue 130ps H2 Leader Van (19-24)
56441	RELAY 35 L3 DIESEL (2014 - 2024) - 2.2 BlueHDi H2 Van 140ps Enterprise Edition (22-24)
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)
49208	SPRINTER 314CDI L3 DIESEL RWD (2018 - 2021) - 3.5t H2 Progressive Van (20-21)
37909	TRANSIT 350 L3 DIESEL RWD (2014 - 2019) - 2.0 TDCi 130ps H3 Van (16-19)

Large van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	0.4%	0.5%	1.0%	1.0%	1.0%
FIAT	0.0%	0.0%	0.0%	0.0%	0.1%
FORD	0.4%	1.6%	1.8%	0.7%	-1.0%
IVECO	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
MAN	0.0%	0.0%	0.2%	0.7%	1.3%
MAXUS	6.1%	6.3%	5.9%	5.2%	4.3%
MERCEDES-BENZ	-1.9%	-1.8%	-1.0%	-1.0%	-1.0%
NISSAN	0.0%	0.0%	0.0%	0.0%	0.0%
PEUGEOT	0.0%	0.0%	0.0%	0.0%	0.0%
RENAULT	0.0%	0.0%	0.0%	0.0%	0.0%
RENAULT TRUCKS UK	0.0%	0.0%	0.0%	0.0%	0.0%
TOYOTA	0.0%	0.0%			
VAUXHALL	-1.1%	-1.5%	-2.0%	-1.3%	-1.2%
VOLKSWAGEN	-0.5%	-0.7%	-1.0%	-1.0%	-1.0%



Commercial editorial

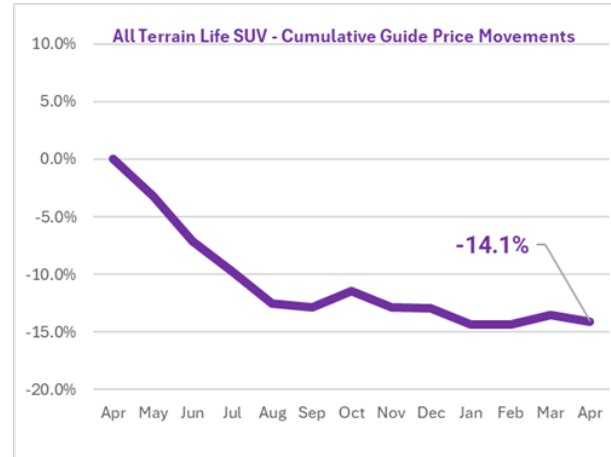
By cap hpi

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 (22-26)
- 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)
- 35000 RANGER DIESEL (2015 - 2019) - Pick Up Double Cab XLT 2.2 TDCi (15-19)
- 39511 NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 4WD Auto (16-19)
- 45404 NAVARA SPECIAL EDITION (2018 - 2022) - Double Cab Pick Up N-Guard 2.3dCi 190 TT 4WD Auto (19-22)
- 51387 HILUX DIESEL (2020 ----) - Icon D/Cab Pick Up 2.4 D-4D (20-24)
- 45401 NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 TT 4WD (19-22)

All Terrain Life/SUV- guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT				4.8%	4.7%
FORD	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
GWM	0.0%				
ISUZU	0.0%	0.0%	0.0%	0.0%	0.0%
KGM	0.0%	0.0%			
MAXUS	0.0%	0.0%			
MERCEDES-BENZ					1.1%
MITSUBISHI				0.0%	1.0%
NISSAN				-0.9%	-1.0%
SSANGYONG	0.0%	0.0%	0.0%	0.0%	0.0%
TOYOTA	1.0%	1.0%	1.0%	1.1%	1.0%
VOLKSWAGEN	-2.6%	-2.7%	-2.6%		

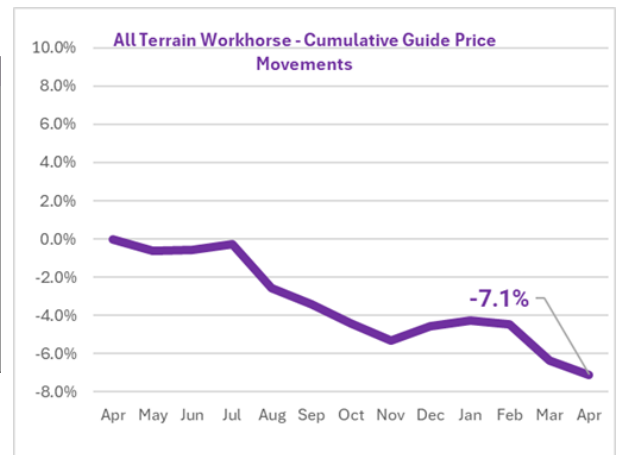


Best-selling All Terrain Workhorse by sales volume

- 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)
- 30784 HILUX DIESEL (2011 - 2016) - Active D/Cab Pick Up 2.5 D-4D 4WD 144 (13-16)
- 44056 RANGER DIESEL (2019 - 2022) - Pick Up Double Cab XL 2.0 EcoBlue 170 (19-22)
- 24963 D-MAX DIESEL (2012 - 2017) - 2.5TD Double Cab 4x4 (12-17)
- 49549 DEFENDER 110 DIESEL (2020 ----) - 3.0 D250 Hard Top SE Auto [3 Seat] (20-24)
- 41464 OUTLANDER PETROL (2015 - 2018) - 2.0 PHEV 3h Commercial Auto (17-18)
- 41605 D-MAX DIESEL (2017 - 2020) - 1.9 Extended Cab 4x4 (17-20)
- 34428 DISCOVERY DIESEL (2013 - 2019) - SE Commercial Sd V6 Auto (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%	-0.9%
FORD	-1.0%	-1.0%	-0.9%	-1.0%	-1.0%
INEOS	-0.9%	-0.9%			
ISUZU	-1.0%	-1.0%	-1.0%	-1.1%	-1.1%
KGM	-1.1%				
LAND ROVER	-1.7%	-0.3%	-0.4%	-0.4%	-1.2%
MITSUBISHI					-1.0%
NISSAN				-1.1%	-1.0%
SUZUKI		-0.7%	-1.3%	-1.1%	-0.7%
TOYOTA	-1.7%	-2.0%	-0.6%	-0.6%	1.0%



Ken Brown
LCV Valuations Editor

April 2026

HGV market overview

Auctions continue to be busy and the quantity of fresh stock is keeping buyers interested and sales flowing. Truck stocks have fallen a little and so too have sales but with no detriment to values which remain robust.

Stocks of trailers remain stable but here too sales have fallen but again values have held steady with some recent falls being reversed.

More company de-fleets have been recorded, but in manageable volumes, however, should numbers continue to increase values could start to suffer.

Auction stocks currently remain much lower than a couple of years ago when values declined monthly and sales continue to be much stronger by comparison, and we are now seeing many values starting to increase. That said we are now approaching the start of the holiday season which often leads to less auction activity, but one hopes a strong market can be sustained.

Manufacturers continue to record healthy sales, although not necessarily volume wise, but in terms of value. Low stocks of vehicles under three years old can present an issue, as does those vehicles remaining out beyond their return dates and are therefore older and with higher mileage when they eventually return.

Used truck & trailer statistics.

Over the last month the average number of truck entries at auctions decreased by 11.8%, and the number of on-the-day sales fell by 18.0%. Sales were 2.4% less than in March 2025 when the average number of entries per auction was 33.3% more than this year.

Trailer entries remained the same as in February whilst sales were 16.7% less. Sales were 10.7% lower than last March when the average number of entries was 9.8% less than this year.

Over the previous month the number of vehicles under seven years of age decreased by 0.3%, whilst vehicles over nine years old increased by 2.1%. Trailers saw an increase of 20.7% in those under seven years of age and those over nine-year-old decreased by 1.6%.

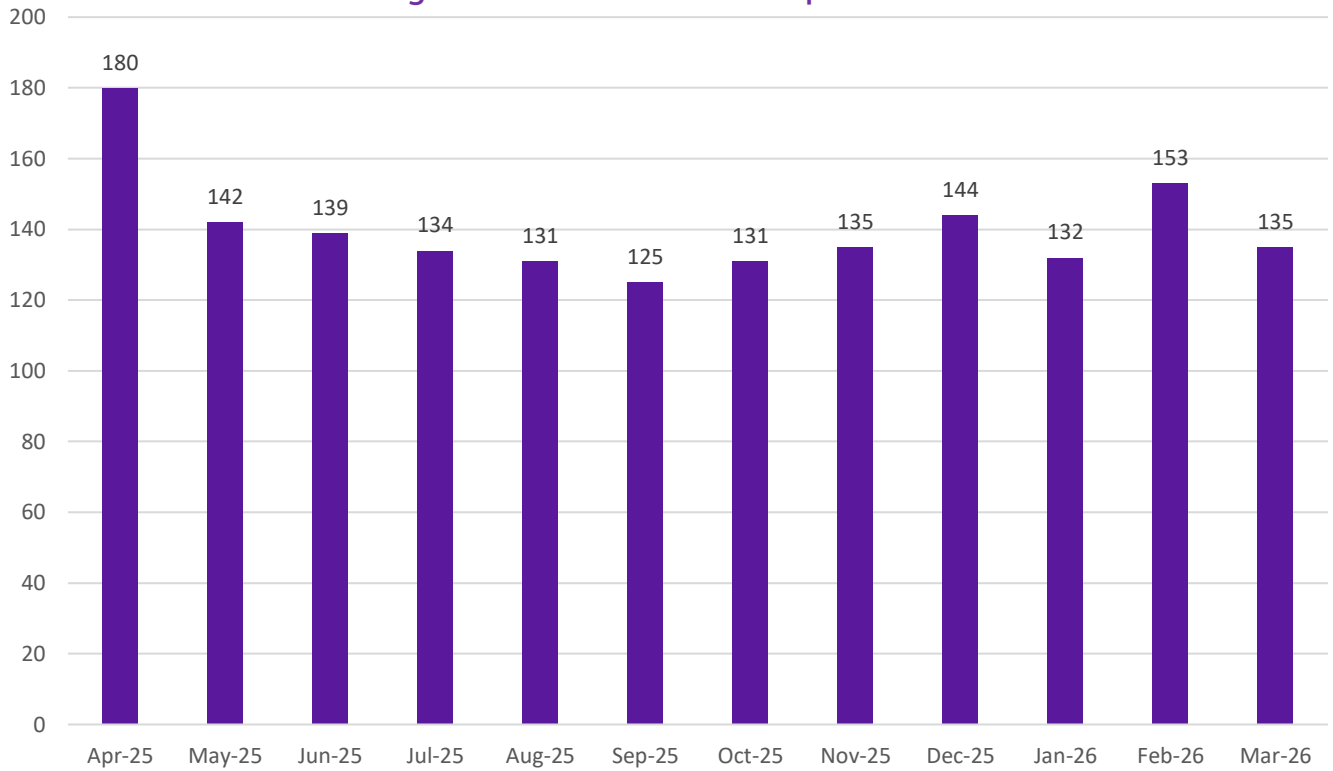
The above statistics are based on nine auctions and 1,487 total truck and trailer lots offered up to and including the 16th March, and as always, we remind you that these are 'hammer sales' on-the-day and provisional sales which are subsequently successfully converted are not included.

The following 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.

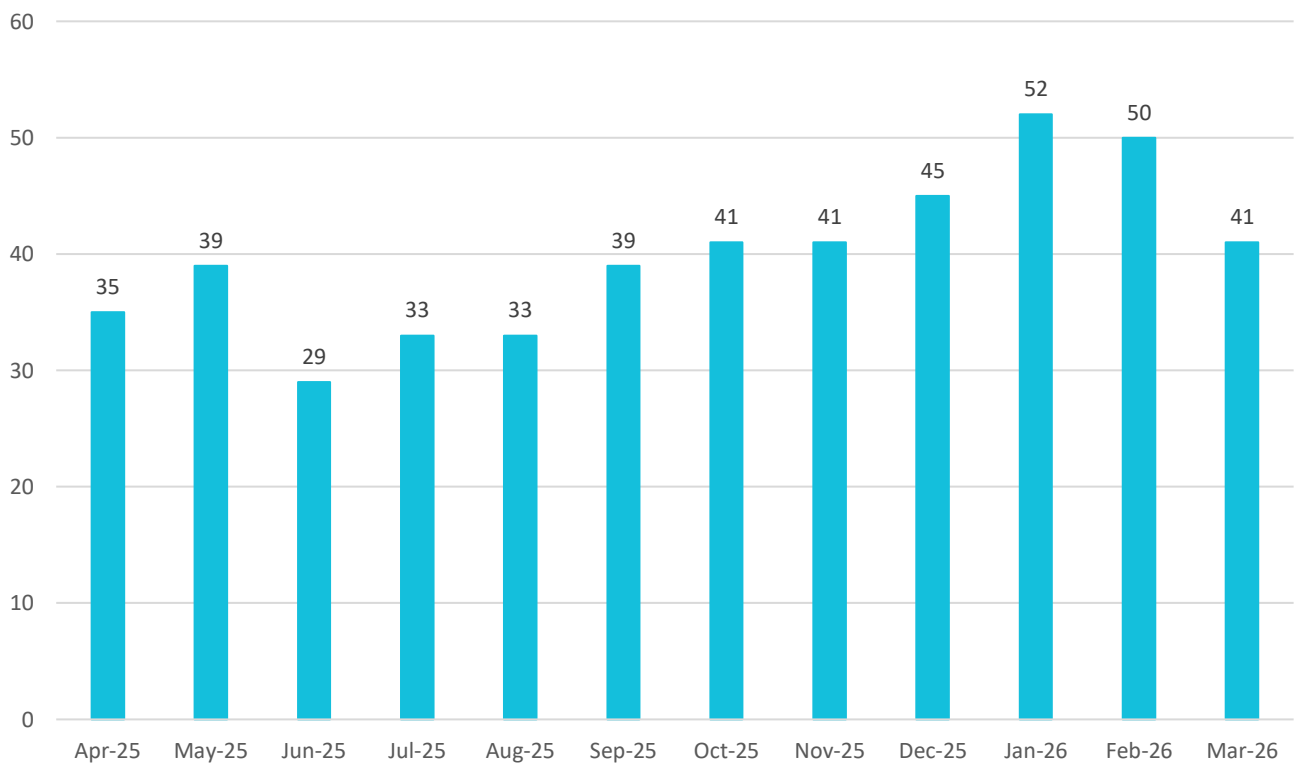
Commercial editorial

By cap hpi

Average number of truck lots per auction



Trucks - Average sales %

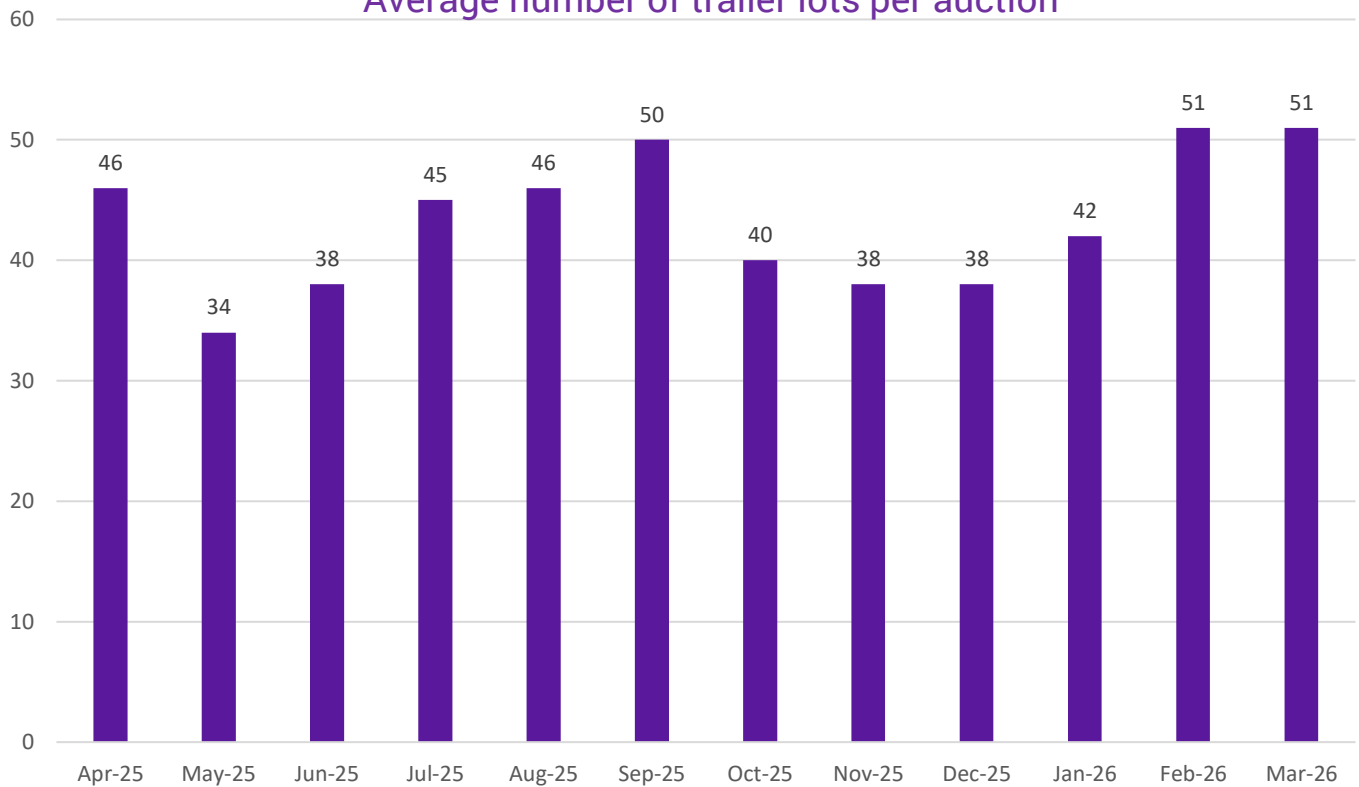


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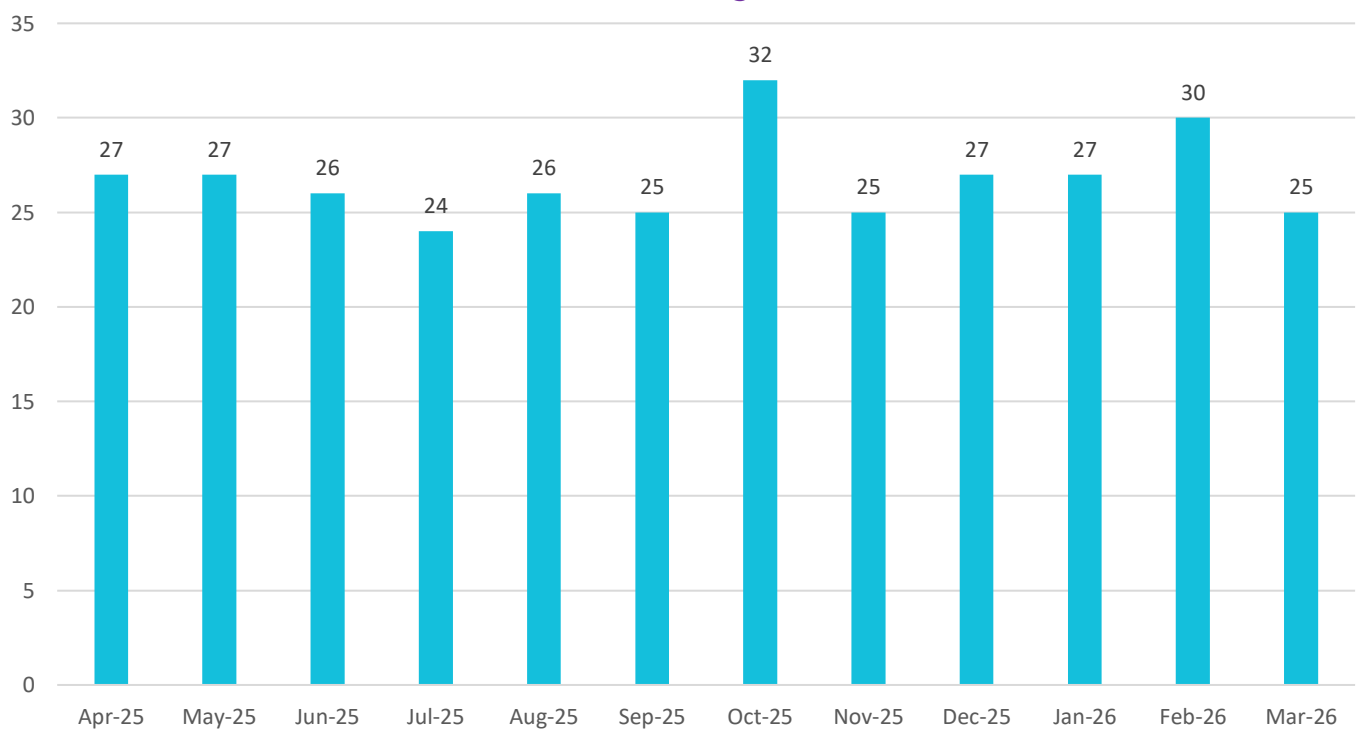
By cap hpi

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.

Average number of trailer lots per auction



Trailers - average sales %

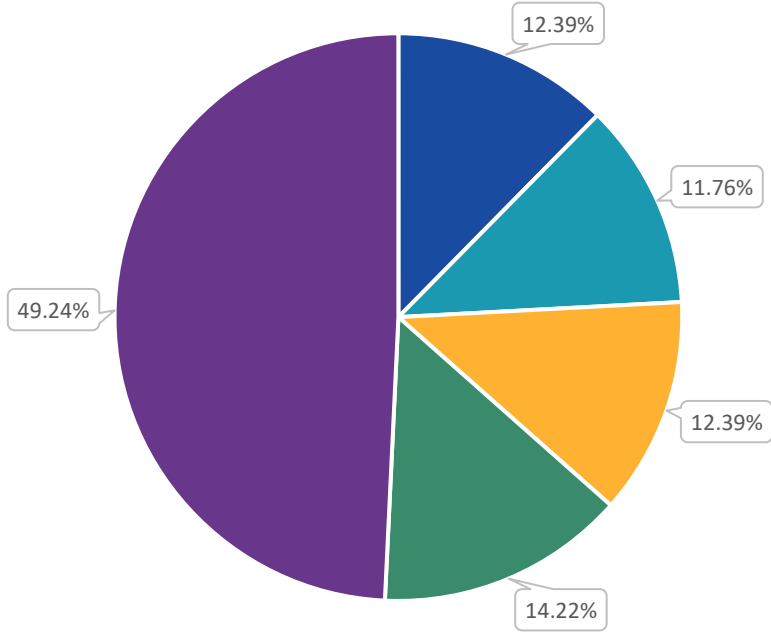


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By cap hpi

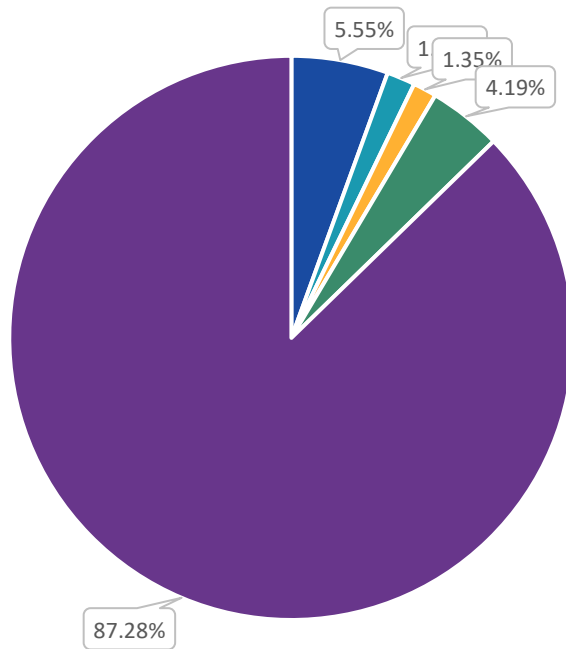
The following illustrates the age profile of trucks and trailers seen at auctions during 2026. The age of entries shown as a percentage of the total truck and trailer lots viewed.

Truck auction lots by age



■ < 7 Year (2026-2021) ■ 7 Year (2020) ■ 8 Year (2019) ■ 9 Year (2018) ■ > 9 Year (2017 and Older)

Trailer auction lots by age



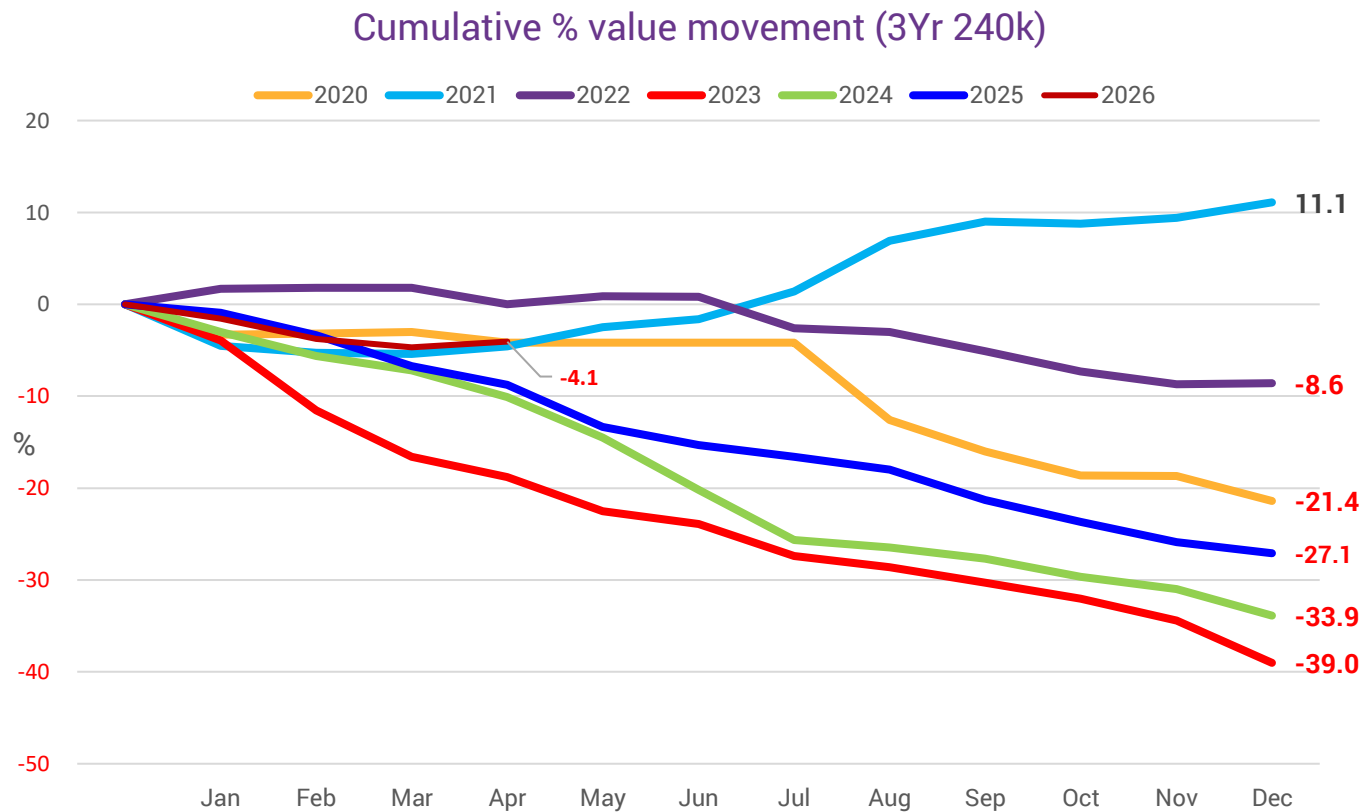
■ < 7 Year (2026-2021) ■ 7 Year (2020) ■ 8 Year (2019) ■ 9 Year (2018) ■ > 9 Year (2017 and Older)

Commercial editorial

By cap hpi

Statistics for all the above graphs are correct up to and including 16th March 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 steady with just a handful of negative movements and a good number of increases.

Older vehicles are finding buyers at prices which remain strong, so most values are holding up well at present. Later examples sell more easily but a continued prerequisite being that they have low mileage and are in good condition.

Higher mileage and untidy examples are much less desirable, and this is usually more relevant as stocks increase but even in time of lower stocks high mileage or poor examples find it more difficult to secure a sale at the first attempt. If vendors lowered their expectations with such vehicles a first-time sale would be more achievable.

A respected truck rental and leasing company has again provided a wide selection of quality vehicles at several auctions which have all proved to be popular lots. Several body types have been up for grabs and because of their low mileages and tidy condition almost every one of them sold at their first appearance, some being purchased for a second life in truck rental operations.

Commercial editorial

By cap hpi

Specialist vehicles remain popular but the appetite for some fridges could be on the wane as they have not been selling quite so easily of late.

Dropsides are becoming more popular and with their relative scarcity compared to other body types it is helping values remain steady, with some seeing increases. Tippers are also becoming more popular, and here too some values are rising. Tippers are a seasonal vehicle, and with spring in the air. sales have been good so far.

Interesting vehicles at auction included a 2022 72 plate Isuzu N75.190 enclosed car transporter with 122,000 kilometres which sold for £14,750 and a 2018 68 plate 12 tonne left hand drive DAF FA LF180 Scarab sweeper with 50,000 kilometres which sold for £20,000.

13t to 18t vehicles - Euro 6

- The values of most models have remained steady with just a handful of negative movements and several increases.

A major high street retailer is in the process of de-fleeting a number of Scania fridges and interest appears to have been good as most sold on the day. The same thing happened to a selection of DAF rigids with a variety of bodywork which were direct from a truck rental operator.

Older vehicles are currently trading well and values are holding up, with a few increases to boot. Newer vehicles are seeing good activity with some stronger prices being paid, especially for some low mileage examples.

Snow ploughs and gritters continue to appear at sales but in diminishing numbers, and with such vehicles being much less popular now than in autumn and winter sales are a struggle.

Another sweeper which sold at auction was a 2019 69 plate 15 tonne left hand drive DAF FA LF230 sweeper with 131,000 kilometres which sold for 25,500.

Multi-wheelers - Euro 6

- The values of a couple of three-axle models have fallen a little but most values are unchanged. The majority of four axle values also remain unchanged except for just a few values which have declined.

Multi-wheelers continue to attract interest and unlike vehicles in the 13-18t sector, age and condition remains less of a concern in many cases. So long as the vehicle will do the job and it has the right equipment to do so, it is likely to find a buyer.

8x4 tippers continue to be a popular purchase but values for some are slipping. 6x4 tippers are far less numerous in comparison to 8x4's and they often attract higher interest and achieve good values.

Fresh refuse trucks have been a little less numerous recently, however, most of those that do appear continue to fail in attracting realistic bids, some of which are nothing more than scrap value. Some are selling but not for anything like their true value, that said, some newer examples with low mileages did attract some realistic bids.

Boxes from a rental operator proved popular lots when they appeared at auction as did a sprinkling of some older Scania fridges which provoked good interest and most sold on the day.

Commercial editorial

By cap hpi

A vehicle which created much interest was a 21 plate Scania R500 XT 6x2 rear-lift highline drawbar logger combination with a Hiab Loglift 118S log grab and 451,000 kilometres which sold for £90,500.

Another vehicle of note was a 16 plate Renault C430.32 8x4 day cab beavertail with a Palfinger PK33002EH crane and 469,000 kilometres which sold for £66,000.

Tractor units - Euro 6

- Many 6x2 values remain unchanged although there are an increased number of rising values this month. 4x2's values have declined for some models, but most values remain the same.

The number of 4x2 tractor units available remains high and values of the most numerous types available are suffering due to their volume.

6x2 MAN's have been popular lots recently and their values have increased, as have some Mercedes-Benz Actros and Scania G's. Conversely, DAF CF's, Iveco S-Way and Scania P have suffered declining values.

Scania P & R models, along with DAF's are currently the most numerous 6x2 types seen at auction, but other marques are readily available.

Other than that, little has changed since last month as tractor units continue to prosper with manageable stocks available.

Several more sleeper cab Iveco Stralis LNG 4x2 tractor units have sold at auction and the values being paid are concerning. A 20 plate AS440S40T/P with 550,000 kilometres sold for £2,000 which was the highest value achieved for the batch. The last to go through was a 2020 70 plate AS440S46T/P with 600,000 kilometres which sold for just £700, (Yes £700!).

An unusual tractor unit was a 2017 67 plate Volvo FH540 Globetrotter 6x2 fitted with a crane and having 542,000 kilometres which sold for £78,500.

Trailers

- Trailers – The values of most types are unchanged, although there are a few increases.

Research indicates that the trailer market remains steady but as more trailers come into the market sales values could be affected soon.

Steady supplies of most types continue to enter the market, with most being over ten years of age. Curtains which have seen values increase a little remain popular as do platforms, but double deck boxes remain difficult to move on, which could be said for the different specification tankers in the market at present.

In recent months, the number of auction sales on-the-day has remained steady but, in some instances, auctions have struggled to obtain a hammer sale, but as they didn't reappear at subsequent sales, provisional bids may have been converted post auction.

Rob Smith

HGV Valuations Editor