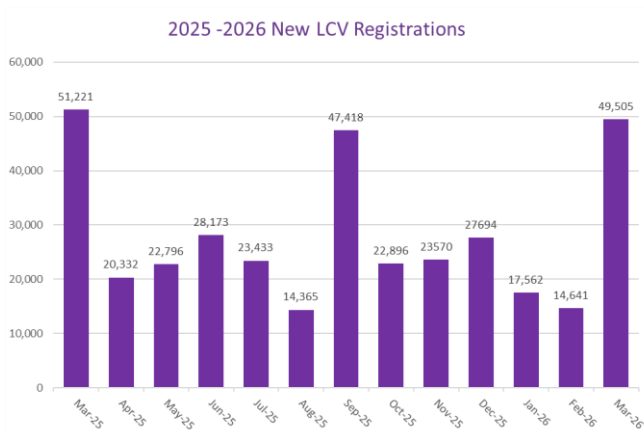


May 2026

LCV market overview

March 2026 New LCV registrations (source SMMT)



According to the latest SMMT data, 49,505 new LCVs were registered in March. That's a modest drop of -3.4% (1,716) compared to March 2025. Q1 registrations reached 81,708 units, that's a shortfall of 3,039 units (-3.6%) compared with the same period last year.

For what it's worth

Against a backdrop of continuing economic and political uncertainty in the UK, together with the ongoing conflict between Russia and Ukraine and the wars in the Middle East that are disrupting supply chains and driving up costs, the new LCV registrations from the SMMT suggests the new LCV market is relatively unscathed.

Easter Holiday has minimal Impact on monthly auction activity

The surge in new LCV registrations, coinciding with the issuing of the March plate, provided a much needed boost in used stock volume easing the shortages we've seen since the beginning of the year. However, with Easter Sunday falling early this year on April 5th, over two weeks earlier than in 2025, and many schools closing for half term afterwards, it was widely reported that many families across the UK took this opportunity to take an extended break.

This clearly had a knock-on effect on trade demand, with the used LCV market experiencing a slower start to the month and average conversion rates down by around 5%. There were certainly less buyers around but so too were the number of entries and new arrivals, let's not forget that remarketers and auction house staff have holidays too. As always, holiday periods and external factors can affect trade buyer activity, so it was important to keep the impact of the Easter break in perspective when analysing market data and reviewing market prices for this edition of the guide.

Two-tier market – is the gap widening?

There is still strong evidence of a two-tier market as determined by the disparity between the prices that are being paid at auction. The cleanest and most desirable vehicles continue to make more than the guide prices whilst higher mileage vehicles, exhibiting correspondingly more damage, are much harder to sell and attract lower bids. Nothing new here of course but there does seem to be a widening of the gap.

Commercial editorial

By cap hpi

Views from the block

Generally, auction officials we consulted over the past month were unconcerned over the seasonal impact of the Easter holiday and were confident that buyers would soon return in larger numbers as the month progressed. Indeed, they did, but there was a sense of the market hardening, and that auctioneers were having to work much harder to whip up enthusiasm. Sub 2 year old vehicles, which tend to be favoured by franchised dealers, were proving harder to sell at current guide prices as they have to compete against the heavily discounted new models on offer from brokers. However, market sentiment from the auctions was upbeat. Demand remained healthy, the average selling prices were strong and there was an expectation that new arrivals will increase as we progress into Quarter 2.

BEV sector best it's ever been

It was encouraging to see that sales of battery electric (BEV) models appear to be gaining momentum with one auction official in particular reporting the battery electric LCV market as being 'the best it's ever been'. Whilst we wouldn't go as far as saying the used BEV LCV market has come of age, with increasingly more trade buyers willing to dip their toe into the water, it seems that interest in them is building and market prices are stabilising.

What to look out for in this edition

Land Rover Defender

Following up on a number of concerns we have received this month over the guide prices of Land Rover products we have undertaken a comprehensive review of the guide prices of Defender 2020–2026 models in this edition. Driven by the limited amount of research data we receive each month and rarity of certain models, which tends to inflate prices beyond what the market would normally pay, many of the guide prices had risen to unrealistic levels.

With no other options available we had to conduct a complete review of the walk-ups between Defender models in this age range, ensuring that the guide prices are in tune with the market whilst maintaining sensible price differentials between each model.

Higher mileage vehicles – a shift in price sensitivity

Recent trends in our research data suggests a shift in the market sensitivity towards higher mileage vehicles. Consequently, we are now making changes to mileage depreciation rates at sector and model range levels as part of our monthly guide price reviews.

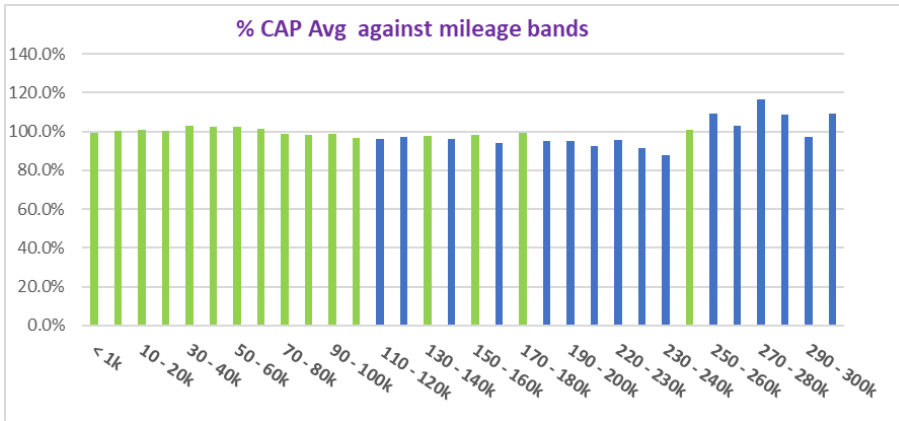
In this edition we have reviewed the mileage depreciation rates for a large number of model ranges. These have made a significant improvement to performance against the guide prices, particularly for the higher mileage bands.

Analysis of guide price performance of higher mileage vehicles

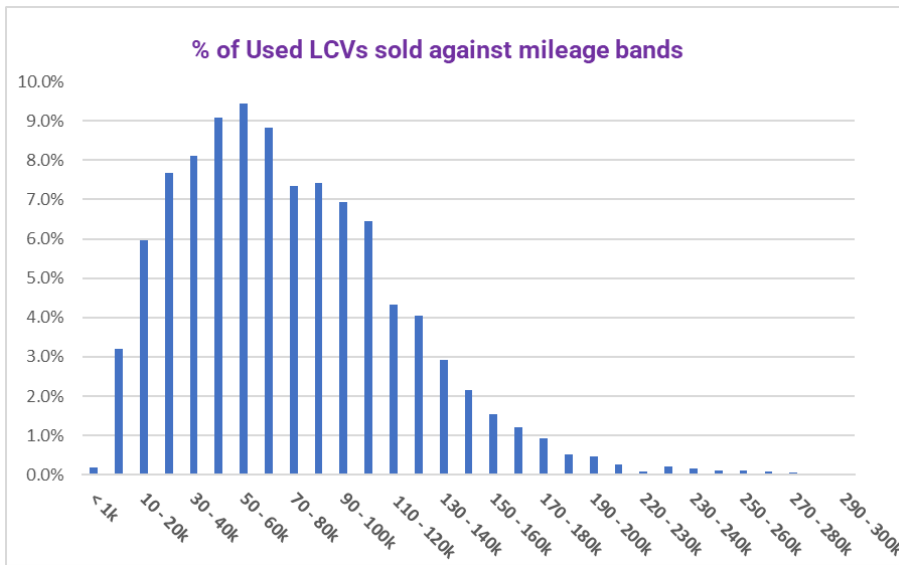
The following charts are based on our April research data. They represent both the distribution of used LCVs sold across mileage bands from 1,000 up to 300,000 miles, and the sales performance within each mileage band. By comparing the two charts, which share exactly the same horizontal axis, it can be determined how accurate the guide prices are for each of the mileage bands and what proportion of the sales data is represented within each of them.

Commercial editorial

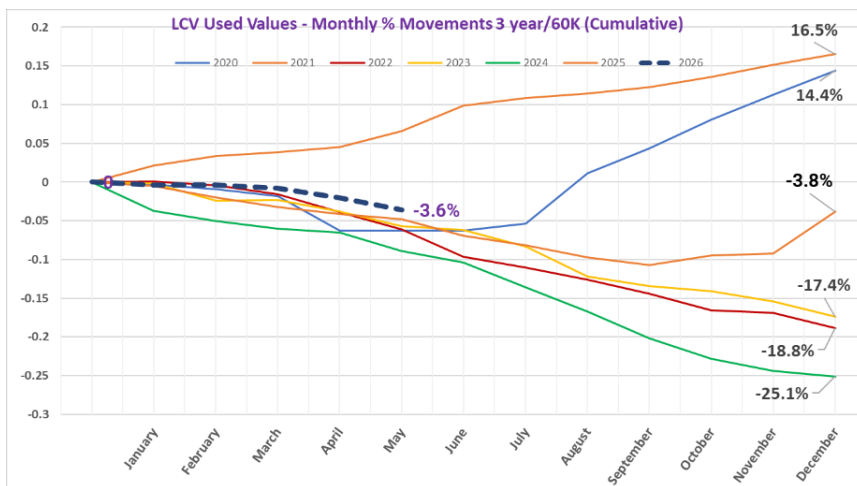
By cap hpi



Bearing in mind that it would be impossible to achieve 100% accuracy for every sales record, the bars highlighted in green show the mileage points where the average guide price accuracy is within acceptable parameters. By comparing these with the distribution chart below, we can see that 77% of the guide prices meet that criteria. The bars highlighted in blue represent a much lower percentage share of the research data. It's worth considering that at these higher mileages, such vehicles are likely to be carrying more damage commensurate with a higher degree of usage.



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



This chart highlights the sharp fluctuations in guide price movements between 2020 and 2026. 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 in 2026 is **-3.6%**.

Commercial editorial

By cap hpi

Guide price changes in this edition

The following charts illustrate the average market price changes in this edition. These changes represent a combination of price revisions and adjustments to the mileage depreciation rates of individual model ranges. 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	-3.1%	-3.2%	-2.5%	-2.5%	-2.2%
Small Van	-0.5%	-0.6%	-0.3%	-1.0%	-0.9%
Medium Van	-2.9%	-2.9%	-2.5%	-2.3%	-2.1%
Large Van	-1.8%	-1.8%	-2.3%	-2.1%	-2.0%
Chassis - Derived	-0.8%	-0.8%	-0.6%	-0.7%	-0.7%
All Terrain Lifestyle	-2.5%	-2.9%	-2.8%	-2.7%	-1.5%
All Terrain Workhorse	-1.0%	-0.9%			
Mini-bus	-2.0%	-2.0%	-3.0%	-5.1%	-7.4%
Vat Qualifying	-2.1%	-3.8%	-4.2%	-4.8%	-4.3%

Indicative guide price movements by fuel types

Fuel Types	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
Diesel	-1.6%	-1.5%	-1.6%	-1.5%	-1.5%
Petrol	-1.1%	-0.6%	-0.8%	-1.0%	-0.6%
Electric	-1.4%	-1.4%	-1.5%	-1.3%	-1.4%
Petrol Parallel PHEV	-2.7%	-4.4%	-5.1%		-1.1%
Petrol Series PHEV	-0.9%	-1.6%	-2.1%	-2.6%	-3.7%
Petrol/Electric Hybrid	-3.5%	-4.7%	-5.4%	-5.5%	

Indicative guide price movements BEV sector

BEV Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
E City Van	-0.8%			-0.8%	-1.0%
E Small Van	-1.8%	-2.6%	-4.2%	-3.5%	-4.9%
E Medium Van	-1.3%	-1.1%	-0.6%	-0.1%	-0.5%
E Large Van	-1.9%	-1.6%	-1.5%	-1.4%	-1.1%
E Chassis - Derived	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
E 4x4 Pick-up Lifestyle SUV	-0.8%	-1.2%	-1.2%	-1.1%	
E Mini-bus	-1.0%	-0.9%			
E Vat Qualifying	-1.0%	-1.1%	-1.1%	-1.0%	-1.0%

Battery Electric LCVs (BEVs)

We continue to see growing numbers of used battery electric LCVs entering the used market as they reach the end of their first operating cycle. This has led to a corresponding increase in trade sales records in our research data which has enabled us to more accurately reflect current market prices.

During normal market conditions, month on month, we would expect a degree of under-performance against the guide prices across all sectors which is attributable to natural age depreciation. However, it's clear that, for the majority of BEV LCV sectors, only marginal downward movements have been made in this edition. Exceptions are small van and large van comprising of earlier generation models. These typically offered limited driving ranges and required longer recharge times compared with the more advanced models now appearing in our data.

Commercial editorial

By cap hpi

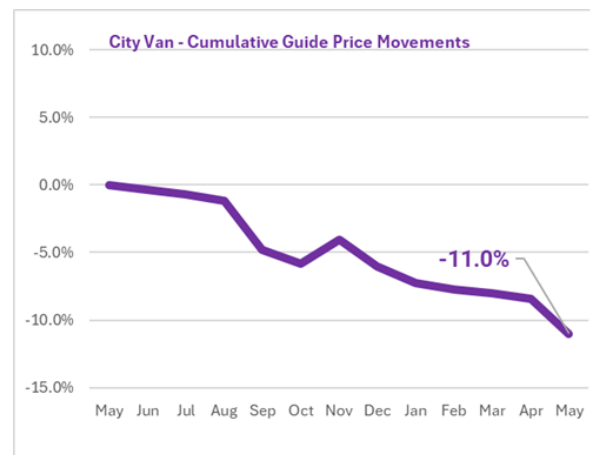
Sectors – what you need to know

Best-selling City Vans by sales volume

- 42522 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Trend Van [6 Speed] (18-23)
- 42523 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 100ps Trend Van [6 Speed] (18-23)
- 42519 TRANSIT COURIER PETROL (2014 - 2023) - 1.0 EcoBoost Limited Van [6 Speed] (18-23)
- 43639 FIESTA DIESEL (2018 - 2020) - 1.5 TDCi Van (18-20)
- 42524 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 100ps Limited Van [6 Speed] (18-23)
- 55439 COROLLA PETROL (2022 - 2023) - 1.8 VVT-i Hybrid Commercial Auto (22-23)
- 45293 TRANSIT COURIER PETROL (2014 - 2023) - 1.0 EcoBoost Leader Van [6 Speed] (19-23)
- 42521 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Van [6 Speed] (18-19)
- 30871 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Trend Van (14-18)
- 30873 TRANSIT COURIER DIESEL (2014 - 2023) - 1.6 TDCi Trend Van (14-16)

City van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT		-2.8%	-3.0%	-2.8%	-2.8%
FORD	-3.0%	-3.0%	-1.8%	-1.9%	-1.8%
TOYOTA	-3.5%	-4.7%	-5.4%	-5.5%	

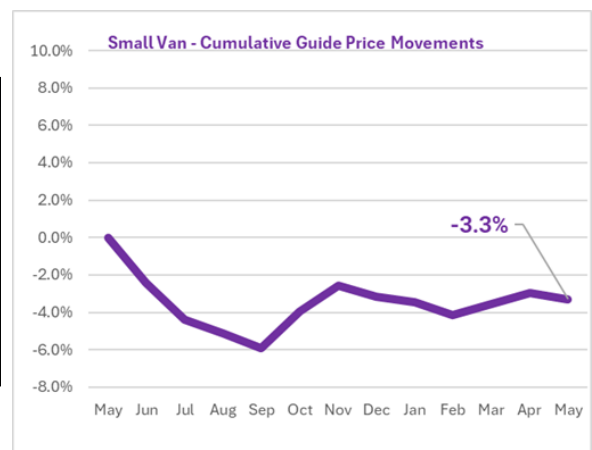


Best-selling Small Vans by sales volume

- 44398 PARTNER STANDARD DIESEL (2018 - 2024) - 1000 1.5 BlueHDi 100 Professional Van (19-21)
- 56336 PARTNER STANDARD DIESEL (2018 - 2024) - 1000 1.5 BlueHDi 100 Professional Premium + Van (22-24)
- 56316 BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 1000Kg Enterprise Ed 100ps 6 Speed S/S (22-24)
- 45586 CITAN L2 DIESEL (2019 - 2021) - 109CDI Pure Van (19-21)
- 53412 BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 1000Kg Enterprise Pro 100ps [6 Speed] (21-22)
- 44218 COMBO CARGO L1 DIESEL (2018 - 2024) - 2300 1.5 Turbo D 100ps H1 Sportive Van (19-21)
- 55328 PARTNER STANDARD DIESEL (2018 - 2024) - 1000 1.5 BlueHDi 100 Professional Prem Van [6 Spd] (21-22)
- 42561 TRANSIT CONNECT 240 L2 DIESEL (2018 - 2024) - 1.5 EcoBlue 120ps Limited Van (18-21)
- 42529 TRANSIT CONNECT 200 L1 DIESEL (2018 - 2021) - 1.5 EcoBlue 75ps Van (18-19)
- 44515 BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 1000Kg Enterprise 100ps (19-21)

Small van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	0.0%	0.0%	0.0%	0.0%	0.0%
FIAT	0.0%	0.0%	0.0%	-2.3%	-3.8%
FORD	-3.1%	-1.9%	-0.8%	-1.0%	-1.0%
MERCEDES-BENZ	0.0%	0.0%	0.0%	0.0%	-12.0%
NISSAN	-2.0%	-2.0%	-2.0%	-2.0%	-1.9%
PEUGEOT	0.0%	0.0%	-0.1%	0.0%	0.0%
RENAULT	-1.0%	-1.0%	-1.0%	0.0%	1.0%
TOYOTA	-1.1%	-2.6%	-3.9%	-3.9%	-3.9%
VAUXHALL	0.0%	0.0%	0.0%	0.0%	0.0%
VOLKSWAGEN	1.0%	1.0%	1.0%	1.0%	1.0%



Commercial editorial

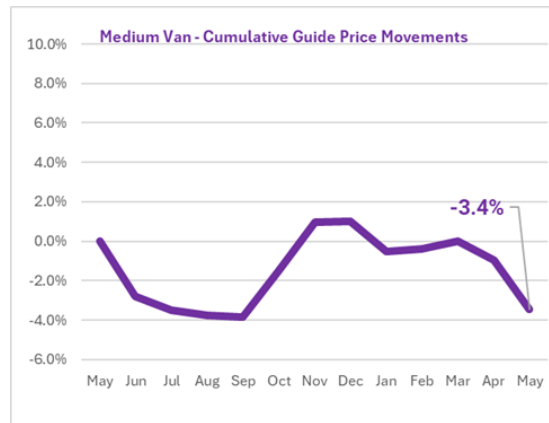
By cap hpi

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)
- 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)
- 45899 TRANSPORTER T28 SWB DIESEL (2020 - 2024) - 2.0 TDI 110 Startline Van (20-24)
- 45851 VIVARO L2 DIESEL (2019 - 2024) - 2900 1.5d 100PS Dynamic H1 Van (19-22)
- 56409 DISPATCH M DIESEL (2016 - 2024) - 1000 1.5 BlueHDi 100 Van Enterprise Edition (22-24)
- 56184 VIVARO L2 DIESEL (2019 - 2024) - 2900 1.5d 100PS Prime H1 Van (22-24)
- 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)
- 57322 TRANSIT CUSTOM 280 L1 DIESEL FWD (2023 ---) - 2.0 EcoBlue 136ps H1 Van Limited (23-)

Medium van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-1.1%	-1.6%	-1.9%	-2.0%	-2.0%
FIAT	-1.0%	-1.1%	-1.0%	-1.0%	-1.0%
FORD	-3.2%	-3.8%	-2.7%	-2.1%	-2.2%
MAXUS	-1.2%	-1.1%			
MERCEDES-BENZ	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
NISSAN	-3.0%	-3.0%	-3.0%	-2.4%	0.0%
PEUGEOT	-1.3%	-1.5%	-2.0%	-2.0%	-2.0%
RENAULT	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%
RENAULT TRUCKS UK	-3.0%	-3.0%	-2.9%		
TOYOTA	-3.1%	-2.0%	-1.0%	-1.0%	-1.0%
VAUXHALL	-2.2%	-1.7%	-1.0%	-1.0%	-1.0%
VOLKSWAGEN	-4.0%	-4.0%	-4.0%	-4.0%	-4.0%

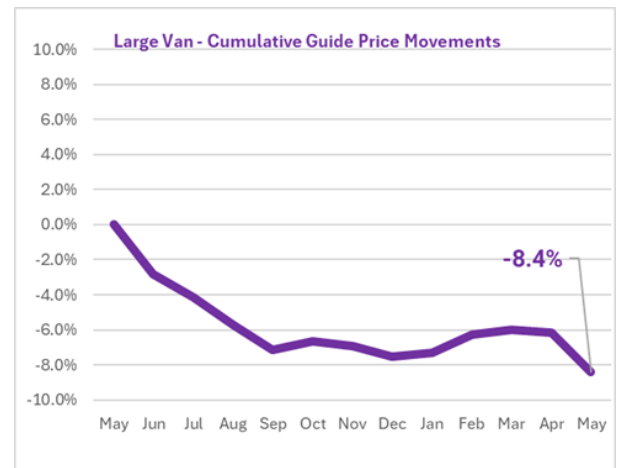


Best-selling Large Vans by sales volume

- 45054 MASTER LWB DIESEL FWD (2019 - 2025) - LM35dCi 135 Business+ Medium Roof Van (19-23)
- 37861 TRANSIT 350 L2 DIESEL FWD (2014 - 2019) - 2.0 TDCi 130ps H3 Van (16-19)
- 44275 RELAY 35 L3 DIESEL (2014 - 2024) - 2.2 BlueHDi H2 Van 140ps Enterprise (19-23)
- 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)
- 44585 TRANSIT 350 L3 DIESEL FWD (2019 ---) - 2.0 EcoBlue 130ps H2 Leader Van (19-24)
- 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)
- 42034 TGE 3 LONG DIESEL (2017 - 2024) - 140 High Roof Van (17-21)
- 56441 RELAY 35 L3 DIESEL (2014 - 2024) - 2.2 BlueHDi H2 Van 140ps Enterprise Edition (22-24)

Large van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-1.2%	-1.6%	-3.0%	-3.0%	-2.9%
FIAT	-1.9%	-2.6%	-3.0%	-3.0%	-3.0%
FORD	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%
IVECO	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
MAN	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%
MAXUS	-1.0%	-1.1%	-1.0%	-0.9%	-1.0%
MERCEDES-BENZ	-1.0%	-1.0%	-3.0%	-1.0%	-1.0%
NISSAN	-1.7%	-3.0%	-4.0%	-3.9%	-4.0%
PEUGEOT	-2.0%	-2.2%	-3.0%	-2.9%	-2.9%
RENAULT	-1.5%	-1.5%	-2.0%	-2.0%	-2.0%
RENAULT TRUCKS UK	-1.5%	-1.8%	-2.0%	-2.0%	-1.8%
TOYOTA	-1.2%	-1.1%	0.0%	0.0%	0.0%
VAUXHALL	-2.1%	-2.3%	-3.1%	-1.7%	-1.5%
VOLKSWAGEN	-1.0%	-1.0%	-1.2%	-1.7%	-2.3%



Commercial editorial

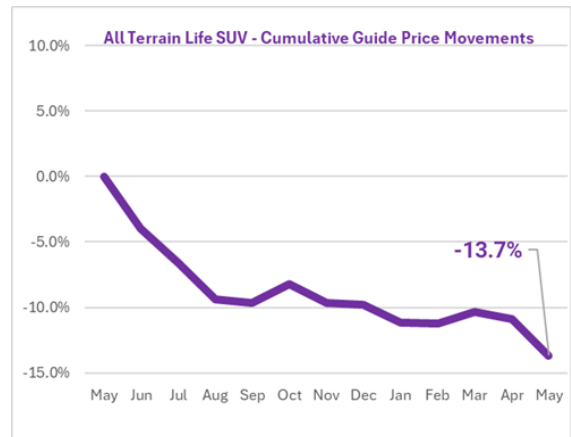
By cap hpi

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)
- 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)
- 57529 RANGER DIESEL (2022 —) - Pick Up Double Cab Tremor 2.0 EcoBlue 205 Auto (23-26)
- 45404 NAVARA SPECIAL EDITION (2018 - 2022) - Double Cab Pick Up N-Guard 2.3dCi 190 TT 4WD Auto (19-22)
- 35000 RANGER DIESEL (2015 - 2019) - Pick Up Double Cab XLT 2.2 TDCi (15-19)
- 39510 NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 4WD (16-19)

All Terrain Life/SUV- guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT				-1.1%	-0.8%
FORD	-1.0%	-1.0%	-1.0%	-1.1%	-0.9%
GWM	-1.0%				
ISUZU	-5.3%	-8.4%	-9.0%	-8.4%	-2.0%
KGM	-1.0%	-1.0%			
MAXUS	-1.1%	-0.8%			
MERCEDES-BENZ					-1.1%
MITSUBISHI					-2.3%
NISSAN				-1.0%	-1.0%
SSANGYONG		-2.9%	-3.0%	-3.0%	-3.2%
TOYOTA	-1.0%	-1.0%	-1.0%	-1.1%	-1.0%
VOLKSWAGEN	-1.1%	-1.0%	-1.0%	0.0%	-1.0%

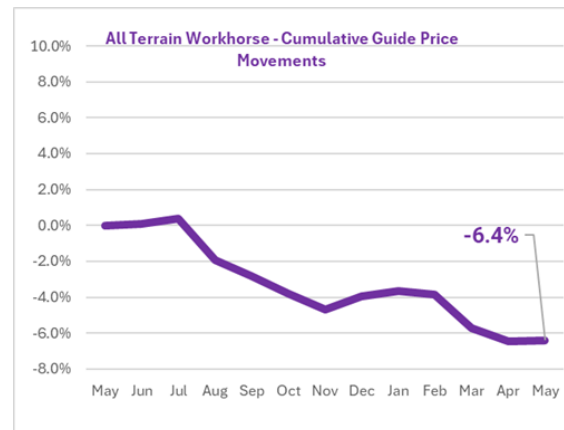


Best-selling All Terrain Workhorse by sales volume

- 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)
- 49086 DISCOVERY DIESEL (2018 - 2020) - 3.0 SD6 HSE Commercial Auto (19-20)
- 51383 HILUX DIESEL (2020 —) - Active D/Cab Pick Up 2.4 D-4D (20-24)
- 41605 D-MAX DIESEL (2017 - 2020) - 1.9 Extended Cab 4x4 (17-20)
- 35280 L200 DIESEL (2015 - 2019) - Double Cab DI-D 151 4Life 4WD (15-19)
- 53754 DISCOVERY DIESEL (2020 —) - 3.0 D300 R-Dynamic HSE Commercial Auto (21-23)
- 60489 LAND CRUISER DIESEL (2025 —) - 2.8D 205 Commercial Auto (25-)
- 45873 L200 DIESEL (2019 - 2021) - Double Cab DI-D 150 4Life 4WD (19-21)
- 34999 RANGER DIESEL (2015 - 2019) - Pick Up Double Cab XL 2.2 TDCi (15-19)

All Terrain Workhorse - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
DACIA	-1.0%	-1.1%	-0.9%	-1.0%	-1.0%
FORD	-1.1%	-1.0%	-1.0%	-0.9%	-1.0%
INEOS	-0.9%	-1.1%			
ISUZU	-1.0%	-1.0%	-1.1%	-0.9%	-0.9%
KGM	-0.9%				
LAND ROVER	-9.1%	-3.4%	1.8%	5.3%	6.2%
MITSUBISHI					-1.0%
NISSAN				-1.0%	-1.1%
SUZUKI		-1.1%	-0.9%	-1.1%	-1.3%
TOYOTA	-1.0%	-0.9%	-1.0%	-1.0%	-2.4%



Ken Brown
LCV Valuations Editor

May 2026

HGV market overview

Possibly due to the bank holidays April started slowly with sales struggling a little, but as the month progressed things picked up and whilst not as buoyant as recent months the market remains strong. Truck stocks have fallen a little but so too have sales. However, there has been minimal effect on values, but with further bank holidays next month we will wait to see how things pan out.

Trailer stocks have fallen too but levels are still high, however, sales remain robust with only positive value movements being recorded this month.

The trade anticipates seeing strong prices for some vehicles remaining for a while but are expecting most values to fall a little over the summer. That could mean that stocking vehicles will become more achievable and less risky. Most agree that the stability of values is good for business but there is some anxiety regarding any sudden fall in values which will adversely affect the value of their stock.

Manufacturer sales are currently strong, and some are selling vehicles almost as soon as they arrive in stock. Most manufacturers are holding manageable stocks. They continue to predict lower stock levels and strong values for the foreseeable future.

We have mentioned in previous overviews the lack of any real desire for alternative fuelled vehicles. We see only the occasional LNG or CNG example in the market and the number of electric trucks seen can be counted on less than one finger and judging by the latest registration data it will be some years before we see any in the used market.

According to the SMMT over the last year zero emission HGV registrations fell by over 16% from 97 to 81 trucks, which accounts for under 1% of HGV registrations.

Used truck & trailer statistics.

Over the last month the average number of truck entries at auctions decreased by 7.9%, and the number of on-the-day sales fell by 17.0%. Sales were 2.8% less than in April 2025 when the average number of entries per auction was 28.6% more than this year.

Trailer entries fell by 11.8% last month whilst sales were the same. Sales were 14.8% less than last April when the average number of entries was 13.2% less than this year.

Over the previous month the number of vehicles under seven years of age increased by 7.9%, whilst vehicles over nine years old increased by 0.8%. Trailers saw an increase of 9.0% in those under seven years of age and those over nine-year-old decreased by 1.0%.

The above statistics are based on six auctions and 960 total truck and trailer lots offered up to and including the 20th April, 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.

Commercial editorial

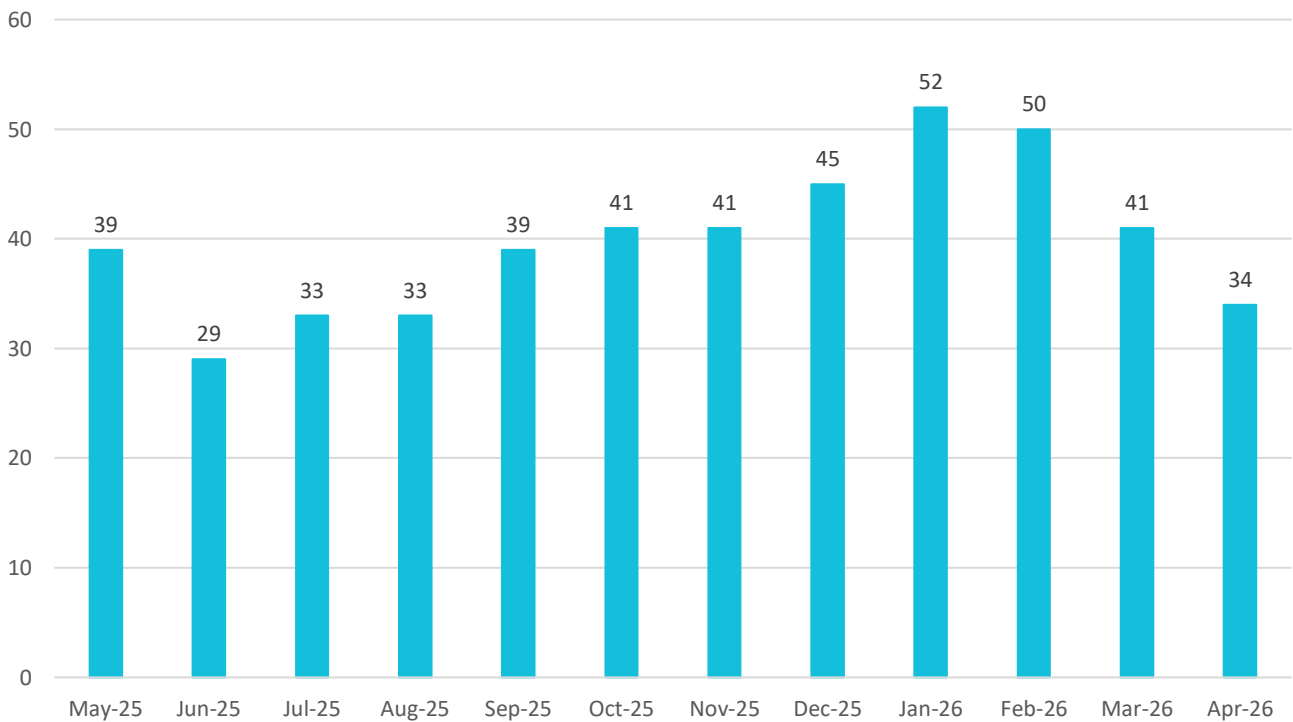
By cap hpi

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



Trucks - Average sales %

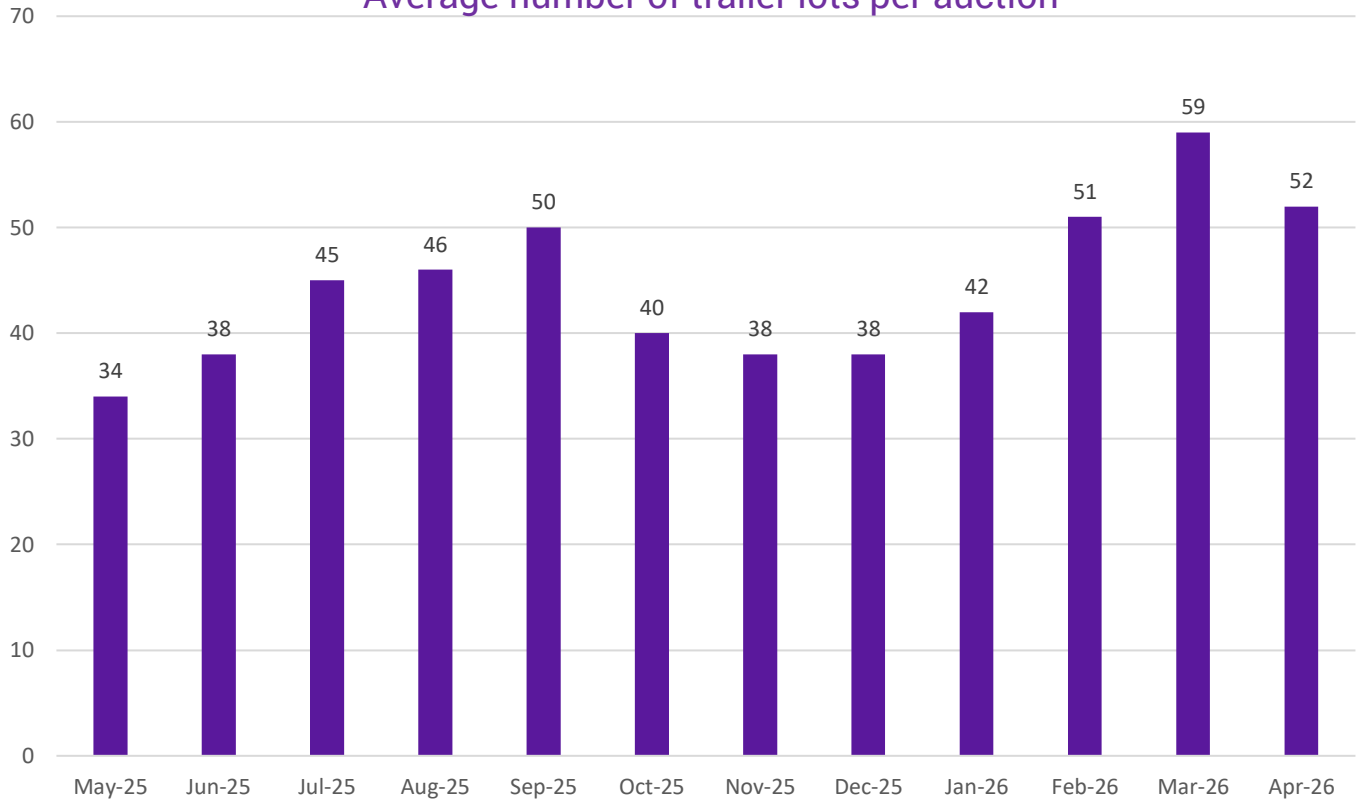


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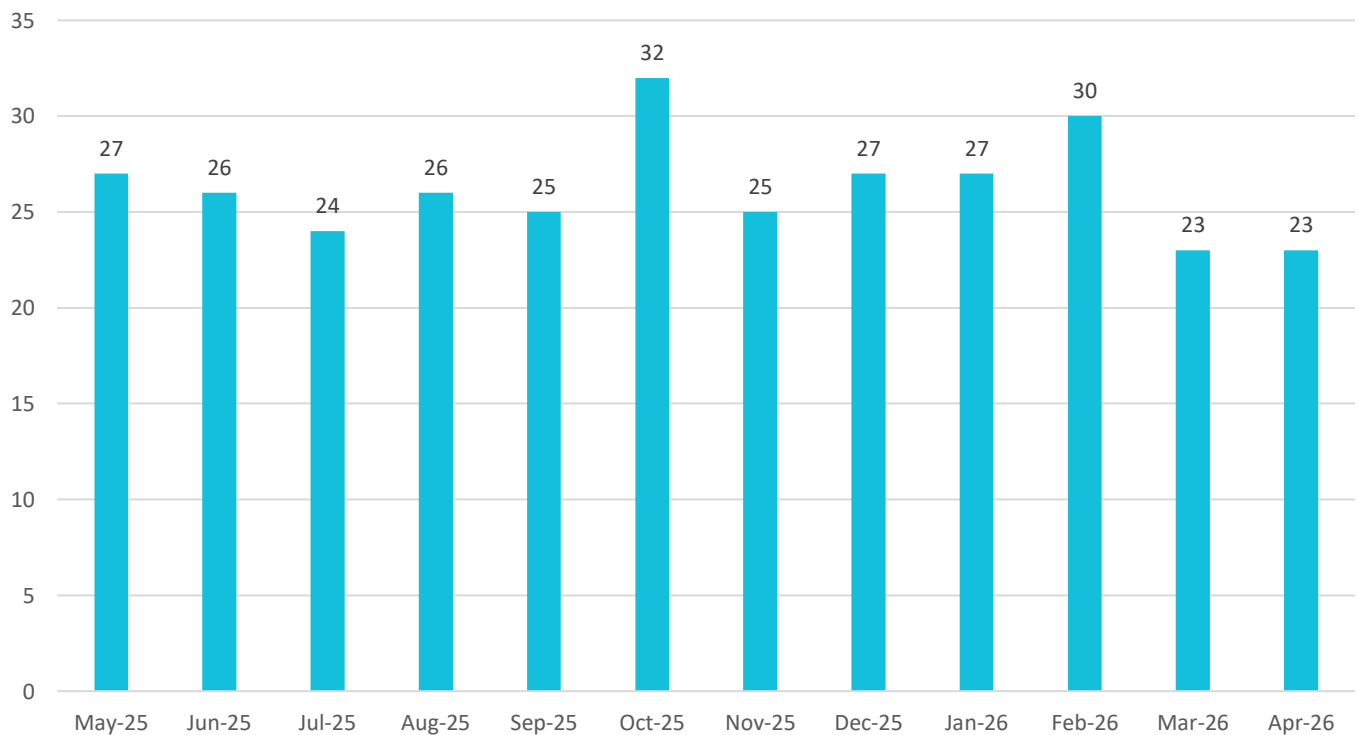
By cap hpi

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 %

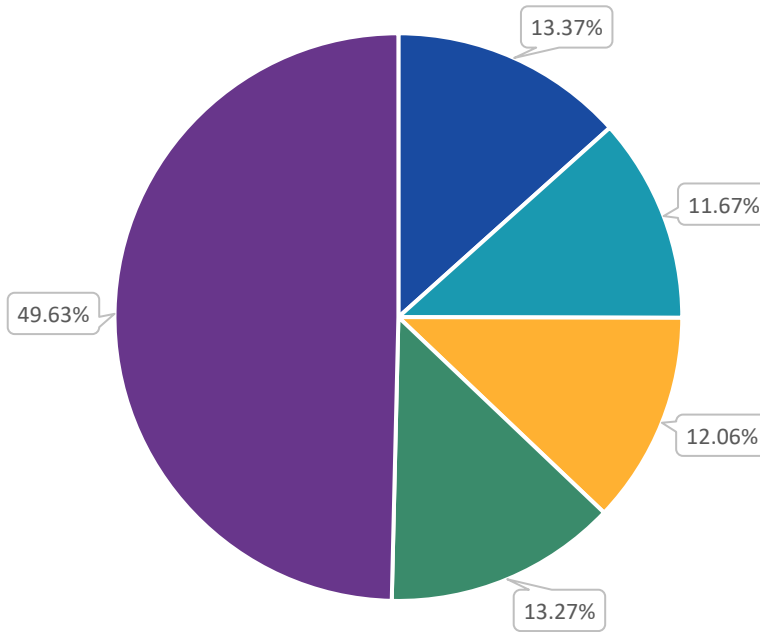


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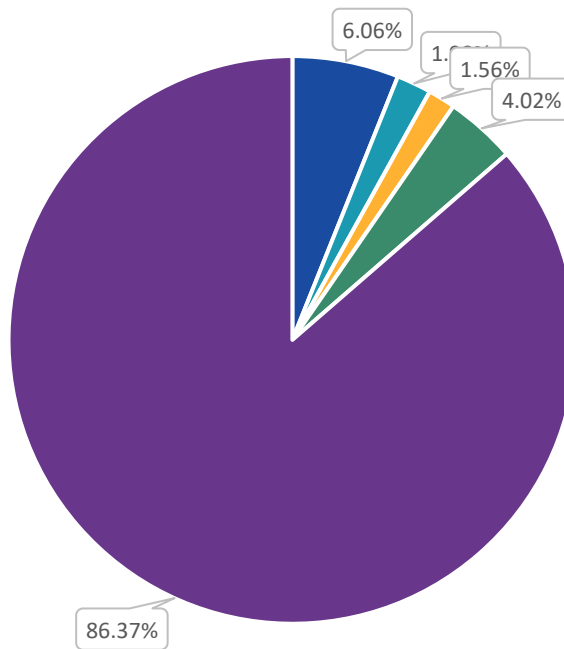
The following illustrates the age profile of trucks and trailers seen at auctions during 2026. The age of entries shown as a percentage of the total truck and trailer lots viewed.

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



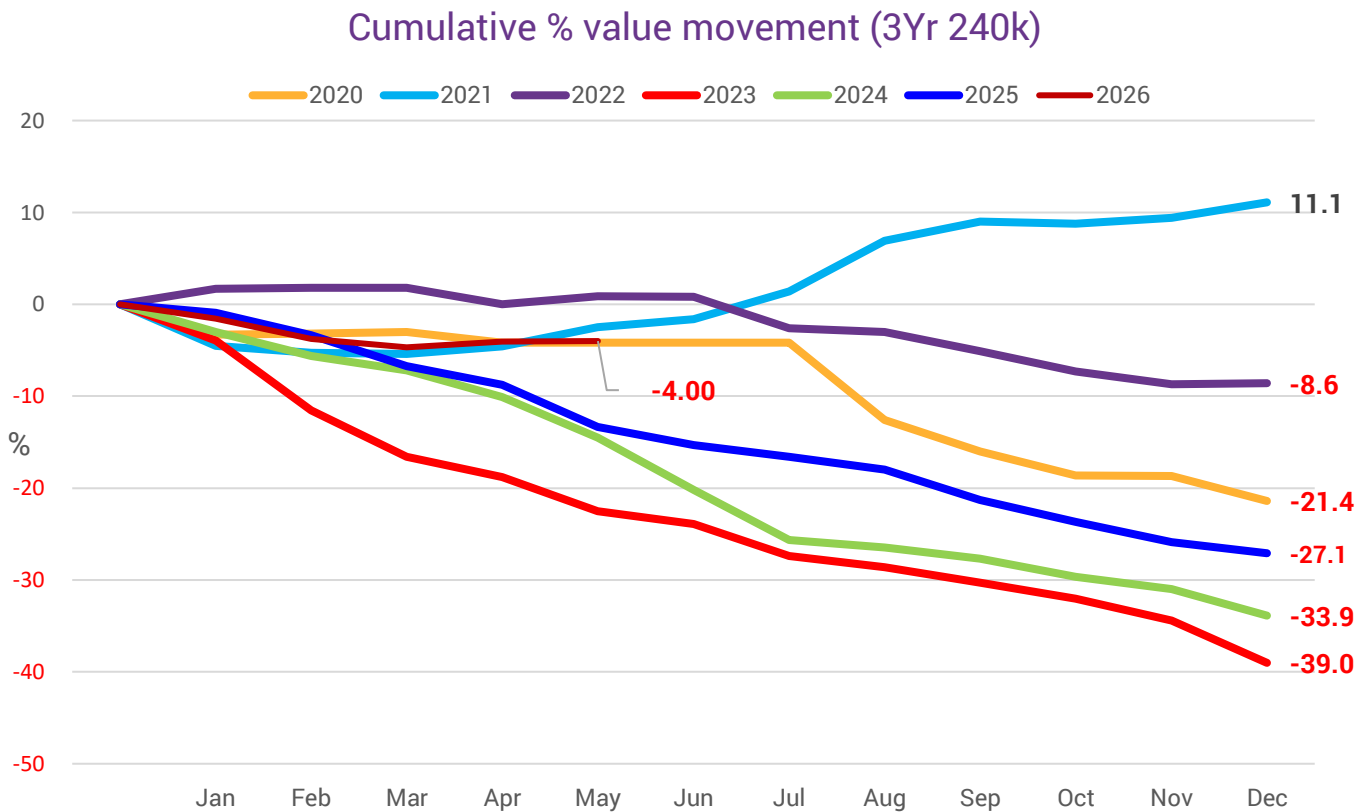
■ < 7 Year (2026-2021) ■ 7 Year (2020) ■ 8 Year (2019) ■ 9 Year (2018) ■ > 9 Year (2017 and Older)

Commercial editorial

By cap hpi

Statistics for all the above graphs are correct up to and including 20th April 2026

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



Sector Summary

7.5t to 12t vehicles - Euro 6

- Once again, the values of most models have remained steady with just a handful of negative movements and a few increases.

Values for some vehicles have declined again this month, but there are just as many increases. The ones decreasing tend to be those with the largest volumes in the market, whereas there are some vehicles where demand outstrips supply and it is those vehicles which are seeing values increase.

Older models continue to trade well, and as their numbers decrease some recent prices paid have been quite surprising.

A broad selection of low mileage 7.5 tonne boxes and tippers from a respected rental company most of which were under five years of age appeared at auctions recently. As usual interest was strong, and most vehicles sold.

Interesting vehicles at auction included a 2019 69 plate DAF FA LF170 12 tonne day cab tilt and slide car transporter with a Fassi F80 crane with 675,000 kilometres which sold for £30,000.

Commercial editorial

By cap hpi

A trio of Pole erection units with augers created great interest and all sold on the day. One was a 23 plate Mercedes-Benz Atego 1223 with 45,000 kilometres which sold for £81,750 and a pair of 23 plate Iveco Eurocargo ML120E21S both with 26,000 and 53,000 kilometres which sold for £76,000 and £86,000 respectively.

13t to 18t vehicles - Euro 6

- Here too the values of most models have remained steady with just a handful of negative movements and a similar number of increases.

Currently there are plenty of 18 tonne vehicles available and like their smaller brothers some models are in demand with others less so.

A few years ago, if you wanted a late registered tidy skip loader you would have had difficulty locating one, and when you did you probably had to pay a king's ransom to purchase it. Now they are easily available, and even late plate tidy examples are finding buyers difficult to come by and those that do sell are seeing values declining.

Older fridges often struggle a little due to their condition not being conducive with them returning to work without a considerable amount of rectification work. First impressions count and vehicles carrying even minor damage tend to get overlooked, especially so if multi-coloured or carrying a Frigoblok fridge units. That said a few older Scania examples which were tidy and to good specification aroused good interest.

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 tipper values which have declined.

Whilst continuing to sell, 8x4 tipper values are struggling to meet the values seen over recent months and values are under pressure. A large batch of Renault C430.32 8x4 RK's together with a healthy selection of DAF FAD CF's and Volvo FM/FMX's have done little to help the situation.

Skips and hook-loaders continue to sell but buyers are becoming more selective and untidy examples are beginning to find the going just a little more difficult.

Refuse trucks are usually easily found, but they are less in number at present, however, most of those that do appear continue to fail in attracting realistic bids, or they do sell but at low values. Some newer models are selling, and are generating much better offers, but nothing reflecting their true value.

A lack of truck rental de-fleets has led to there being few 6x2 boxes, curtains or fridges available recently which has helped their values remain stable.

A batch of nine 2023 and 2024 day cab MAN TGM 26.330 BL beavertails provoked good interest, and all sold. A pair of 23 plate examples with just over 100,000 kilometres achieved £50,500 and a 2024 73 plate with 123,000 kilometres sold for £59,000, the remainder were 2023 23 and 73 plates and sold for values in between those detailed.

Commercial editorial

By cap hpi

Star of the show at one auction was a 2020 70 plate Mercedes-Benz Arocs 2536L day cab 12,000 litre JHL vacuum tanker with 285,000 kilometres which sold for £135,000.

Finally, an 18 plate Scania day cab P370 8x2 Crossland milk tanker with 582,000 kilometres sold for £35,900

Tractor units - Euro 6

- Most 6x2 values remain unchanged although there is a small number of both increases and decreases. 4x2's values have steadied with just a handful of decreased values for some models, with a couple of increases too.

Further to last month's comments, Scania P and R types have again been available in good numbers, the result of a major de-fleet by a national distribution contractor. Iveco S-Ways have also been growing in number, and possibly because of the volume of Scania's available, the Iveco's have become less desirable and have been selling at lower prices leading to their values falling.

Older Mercedes-Benz Actros and MAN TGX's fared well last month, but MAN TGS, Scania P's and Volvo FM's did less well.

Stocks continue to remain steady and are manageable at present and whilst that continues values should remain stable.

4x2 Values have remained mainly steady and except for Mercedes-Benz Actros and Man TGX's which have seen increased volume have suffered from falling values. Conversely, DAF CF's and Volvo FM's have seen values increase.

Trailers

- Trailers – The values of most types remained stable with a couple of increases to record.

The market continues to be over supplied with standard types and as usual, an oversupply of anything turns it into a buyers' market, with low sales and declining values. However, that is not the case presently. Whilst volumes are high, sales and values remain steady. It will be interesting to see if this situation continues over the next couple of months.

It's not only standard body types that are available as there are plenty of low loaders and tankers of varying types along with a smattering of timber carriers and drawbar flats.

Rob Smith

HGV Valuations Editor