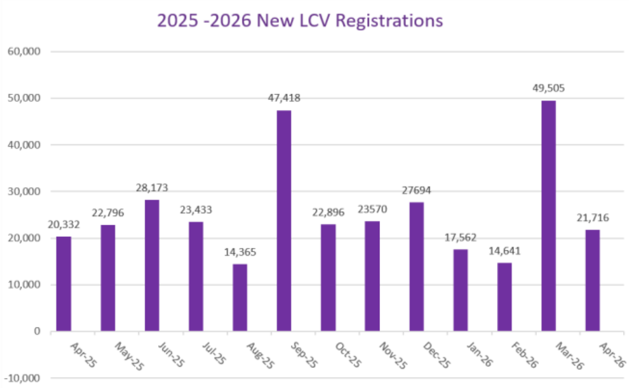
Commercial editorial

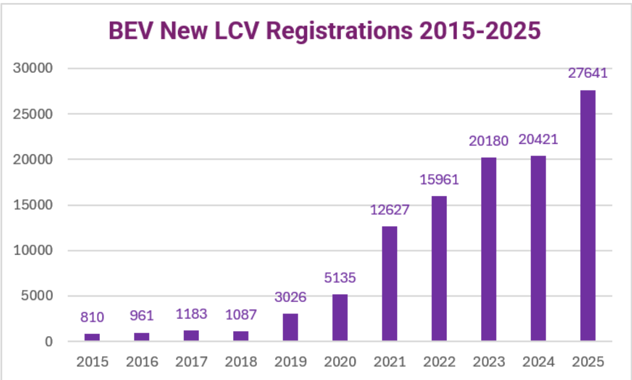
By cap hpi

June 2026

LCV market overview

April sees growth in New LCV registrations (source SMMT)





New LCV registrations rose 6.8% year-on-year in April to 21,716 units, up 1,284 compared with April 2025, according to the latest SMMT data.

Over the first four months of the year, the new LCV market declined by 1.6% (-1,655 units) compared with the same period in 2025. In total, 103,424 new LCVs were registered between January and April 2026, down from 105,079 units recorded in the same period last year.

BEV New LCV Registrations Continue to Rise

The chart opposite highlights the accelerating growth in new light commercial vehicle (LCV) registrations, based on SMMT data. In Q1 this year, 6,596 new battery electric (BEV) LCVs were registered, up slightly from 6,481 units in Q1 2025; a modest increase of 115 vehicles.

From this chart, in the months ahead, we expect to see an increasing number of BEV LCVs come to the end of their first life and enter the used LCV wholesale market.

For what it's worth

Are used BEV LCVs benefitting from fuel price increases?

Political instability within the UK government reached a new level during the research period for this edition of Red Book. This can only have added to an already high degree of political and economic uncertainty, weakening business confidence, as companies adopt a more cautious approach and scale back investment. For the LCV sector, this could mean the delaying of operational decisions on fleet replacements and, in some cases, deferring or cancelling existing vehicle orders. In the medium to long term this could lead to a shortage of de-fleeted stock entering the used wholesale market as LCV operators extend contracts and run vehicles for longer periods accrueing higher mileages.

Meanwhile, the ongoing conflict between Russia and Ukraine and the wars in the Middle East continue to disrupt supply chains, causing shortages for all segments of the market and driving up costs.
At the same time the US-Israel war with Iran continues to disrupt major shipping routes affecting the movement of vital goods, not least oil. Motorists and LCV operators alike are feeling the immediate economic impact as pump prices have risen on average by around 33% across the UK.

Commercial editorial

By cap hpi

Whether coincidental or a consequence of rising fossil fuel prices, there was a noticeable increase in trade demand for used battery electric vehicles (BEVs) last month. This is reflected not only in growing sales volumes but also in steadily strengthening market prices. Auction houses report that BEVs are now attracting interest from a broader range of trade buyers than previously, indicating a gradual shift in confidence and appetite for electric stock within the wholesale market.

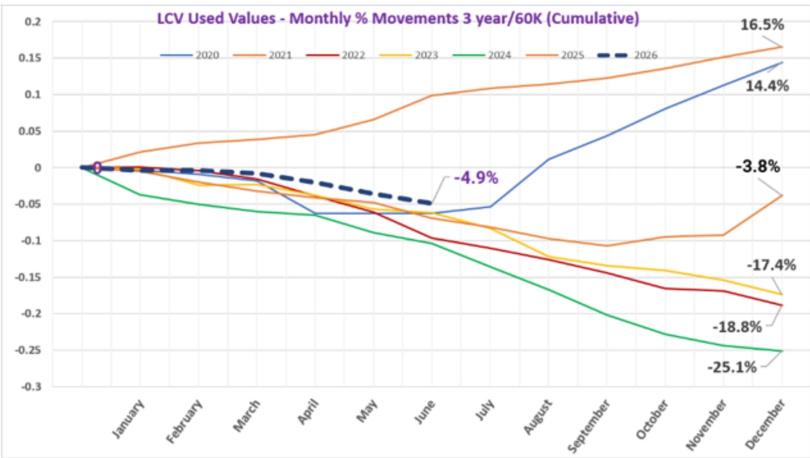
ICE LCVs - two-tier market gap continues to widen

The internal combustion engine (ICE) sectors are showing a clear and widening split in sales performances against the guide into two distinct tiers, reflecting the widening gaps in buyer appetite. Clean, well presented vehicles, that can be retailed quickly with minimal preparation, are often the centre of bidding wars as trade buyers fight to acquire them. Whilst vehicles in poor condition are either ignored completely or, vendors, having presented them for sale previously, let them go for well below guide prices. There is growing evidence of a pool of unsold, unwanted vehicles that are repeatedly going around the block, as vendor initial reserve price aspirations are no longer in tune with current market sentiment. Amongst those are some high mileage, low spec vehicles which are in such bad condition they struggle to attract any bids at all.

Views from the block.

Auction officials reported lower conversion rates last month, with some suggesting this reflects the typical seasonal slowdown in activity. However, there was consensus that the market has become more challenging, with auctioneers needing to work much harder to drive buyer engagement, particularly for higher mileage, damaged vehicles and those requiring mechanical repairs. Lower spec vans in white and models without air conditioning were proving particularly difficult to sell. Larger buyers with deeper pockets continue to secure the best quality stock, while smaller dealers struggle to fill the gaps on their forecourts. Demand for electric vans was extremely strong; they are “flying out the door,” as one of our contacts put it.

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 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 **-4.9%**.

Commercial editorial

By cap hpi

Guide price changes in this edition

Indicative guide price movements by sector

Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
City Van	-5.0%	-5.0%	-4.9%	-5.1%	-5.0%
Small Van	-1.0%	-1.3%	-1.3%	-1.7%	-1.5%
Medium Van	-1.5%	-1.7%	-1.7%	-1.7%	-1.6%
Large Van	-1.7%	-2.0%	-2.4%	-2.3%	-2.5%
Chassis - Derived	-0.5%	-0.5%	-0.6%	-0.7%	-0.6%
All Terrain Lifestyle	-1.0%	-1.2%	-1.3%	-1.3%	-1.1%
All Terrain Workhorse	-2.0%	-3.0%	-2.6%	-2.5%	-1.2%
Mini-bus	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%
Vat Qualifying	-1.6%	-1.3%	-1.7%	-1.9%	-1.4%

These charts the average market price changes in this edition. They 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 by model range and at individual CAP ID level.

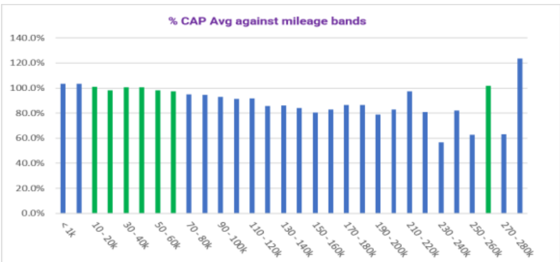
Indicative guide price movements by fuel types

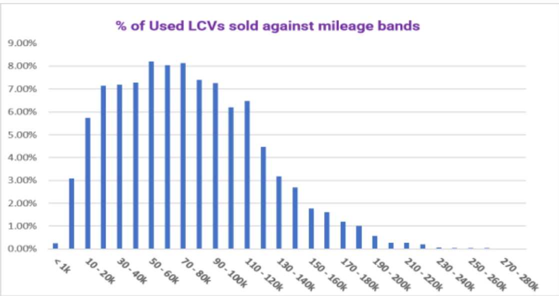
Fuel Types	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
Diesel	-1.2%	-1.3%	-1.4%	-1.5%	-1.4%
Petrol	-2.1%	-1.8%	-2.0%	-2.3%	-2.1%
Electric	0.2%	0.2%	0.5%	0.4%	0.1%
Petrol Parallel PHEV	-1.0%	-1.0%	-1.0%	0.0%	-0.7%
Petrol Series PHEV	1.8%	2.0%	1.1%	0.1%	-0.3%
Petrol/Electric Hybrid	-4.9%	-5.2%	-5.0%	-4.8%	0.0%

Indicative guide price movements BEV sector

BEV Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
E City Van	-1.2%			-1.4%	-1.0%
E Small Van	1.5%	1.7%	2.2%	1.9%	1.9%
E Medium Van	1.4%	1.7%	2.2%	2.4%	2.0%
E Large Van	0.4%	0.3%	0.2%	0.2%	0.0%
E Chassis - Derived	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
E 4x4 Pick-up Lifestyle SUV	3.7%	4.3%	4.0%	4.2%	
E Mini-bus	-1.0%	-1.2%			
E Vat Qualifying	-1.0%	-1.0%	-0.9%	-1.0%	-1.0%

Analysis of guide price performance of higher mileage vehicles





The following charts are based on our May 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.

Recent trends in our research data suggests a shift in the market sensitivity towards higher mileage vehicles. Compared to last month, the proportion of total sales that fall within our performance target parameters has decreased from 52% to 36%.

Sectors – what you need to know

Commercial editorial

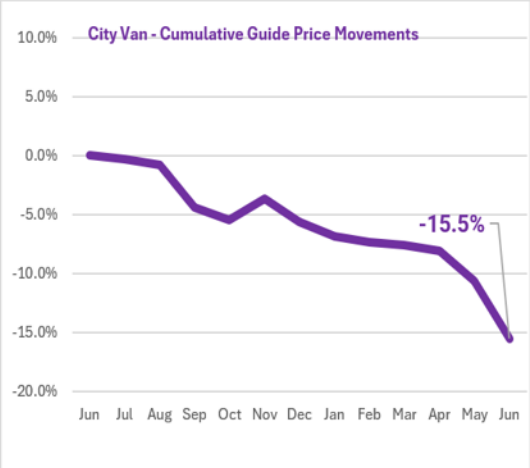
By cap hpi

Best-selling City Vans by sales volume

43639 FIESTA DIESEL (2018 - 2020) - 1.5 TDCi Van (18-20)
42522 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Trend Van [6 Speed] (18-23)
24217 NEMO DIESEL (2008 - 2017) - 1.3 HDi Enterprise [non Start/Stop] (11-16)
45293 TRANSIT COURIER PETROL (2014 - 2023) - 1.0 EcoBoost Leader Van [6 Speed] (19-23)
42524 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 100ps Limited Van [6 Speed] (18-23)
42519 TRANSIT COURIER PETROL (2014 - 2023) - 1.0 EcoBoost Limited Van [6 Speed] (18-23)
55439 COROLLA PETROL (2022 - 2023) - 1.8 VVT-i Hybrid Commercial Auto (22-23)
45294 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Leader Van [6 Speed] (19-23)
42523 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 100ps Trend Van [6 Speed] (18-23)
41120 FIORINO CARGO DIESEL (2016 - 2024) - 1.3 16V Multijet Tecnico Van Start Stop (16-23)

City van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT		-5.1%	-4.9%	-5.1%	-5.2%
FORD	-5.0%	-4.9%	-4.9%	-5.1%	-4.9%
TOYOTA	-4.9%	-5.2%	-5.0%	-4.8%	

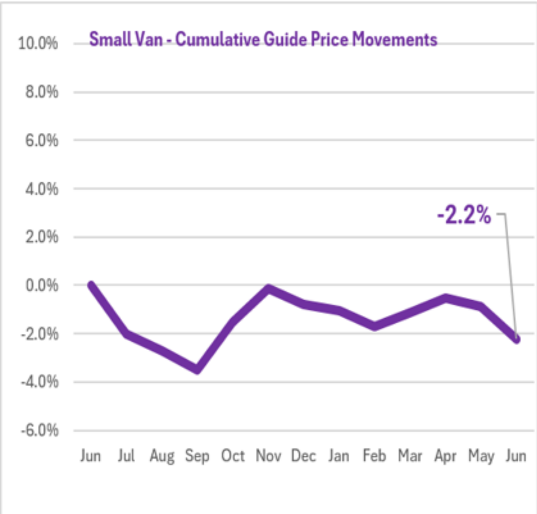


Best-selling Small Vans by sales volume

4398 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)
55328 PARTNER STANDARD DIESEL (2018 - 2024) - 1000 1.5 BlueHDi 100 Professional Prem Van [6 Spd] (21-22)
42534 TRANSIT CONNECT 200 L1 DIESEL (2018 - 2021) - 1.5 EcoBlue 120ps Limited Van (18-21)
45586 CITAN L2 DIESEL (2019 - 2021) - 109CDI Pure Van (19-21)
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)
38471 BERLINGO L1 DIESEL (2008 - 2018) - 1.6 BlueHDi 625Kg Enterprise 75ps (16-18)
53412 BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 1000Kg Enterprise Pro 100ps [6 Speed] (21-22)

Small van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-0.3%	-1.8%	-2.9%	-3.0%	-3.0%
FIAT	-1.1%	-1.0%	-1.0%	-1.0%	-0.9%
FORD	-1.4%	-1.7%	-1.9%	-2.0%	-2.0%
MERCEDES-BENZ	-3.0%	-3.0%	-3.1%		-2.8%
NISSAN	-2.9%	-3.0%	-3.0%	-3.0%	-3.1%
PEUGEOT	-1.0%	-0.9%	-1.0%	-1.0%	-0.9%
RENAULT	1.0%	1.0%	1.0%	-1.0%	-3.0%
TOYOTA	-0.9%	-2.0%	-3.0%	-3.0%	-3.0%
VAUXHALL	0.0%	0.0%	0.0%	0.0%	0.0%
VOLKSWAGEN	-1.0%	-1.0%	-1.0%	-1.0%	0.3%



Commercial editorial

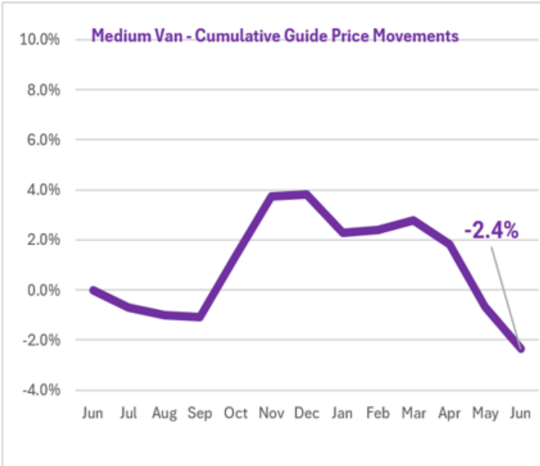
By cap hpi

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)
56184	VIVARO L2 DIESEL (2019 - 2024) - 2900 1.5d 100PS Prime H1 Van (22-24)
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)
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-)
44446	TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 105ps Low Roof Leader Van (19-23)
53969	TRAFIC LWB DIESEL (2021 ----) - LL30 Blue dCi 130 Business+ Van (21-23)
57341	TRANSIT CUSTOM 300 L2 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	-2.0%	-2.0%	-1.6%	-1.9%	-2.1%
FIAT	-2.0%	-1.9%	-1.5%	-1.3%	-1.0%
FORD	-1.0%	-1.0%	-1.7%	-2.0%	-2.0%
MAXUS	-0.9%	-1.1%			
MERCEDES-BENZ	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
NISSAN	-0.8%	-1.9%	-1.0%	-1.4%	-1.0%
PEUGEOT	-2.0%	-2.0%	-2.0%	-2.0%	-1.9%
RENAULT	-3.0%	-2.9%	-3.0%	-3.0%	-3.0%
RENAULT TRUCKS UK	-3.0%	-3.0%	-3.0%		
TOYOTA	-2.0%	-1.9%	-2.0%	-2.0%	-2.0%
VAUXHALL	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%
VOLKSWAGEN	-1.1%	-1.2%	-1.2%	-1.1%	-1.1%

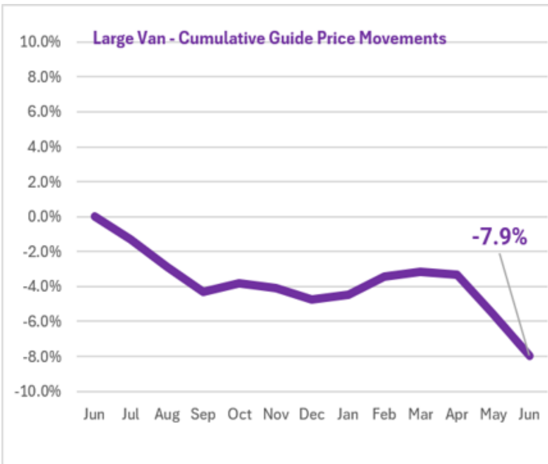


Best-selling Large Vans by sales volume

37861	TRANSIT 350 L2 DIESEL FWD (2014 - 2019) - 2.0 TDCi 130ps H3 Van (16-19)
45054	MASTER LWB DIESEL FWD (2019 - 2025) - LM35dCi 135 Business+ Medium Roof Van (19-23)
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)
56441	RELAY 35 L3 DIESEL (2014 - 2024) - 2.2 BlueHDi H2 Van 140ps Enterprise Edition (22-24)
49238	SPRINTER 315CDI L2 DIESEL RWD (2020 - 2023) - 3.5t H2 Progressive Van (20-23)
44591	TRANSIT 350 L3 DIESEL FWD (2019 ----) - 2.0 EcoBlue 130ps H3 Leader Van (19-24)
41542	CRAFTER CR35 LWB DIESEL FWD (2017 - 2025) - 2.0 TDI 140PS Trendline High Roof Van (17-23)

Large van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-1.9%	-2.0%	-2.9%	-2.9%	-3.0%
FIAT	-1.8%	-2.7%	-3.0%	-3.0%	-3.0%
FORD	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%
IVECO	-4.0%	-4.0%	-4.0%	-4.1%	-4.0%
MAN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
MAXUS		1.1%	1.0%	0.9%	1.0%
MERCEDES-BENZ	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
NISSAN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
PEUGEOT	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
RENAULT	-2.0%	-2.0%	-3.0%	-3.0%	-3.1%
RENAULT TRUCKS UK	-2.1%	-2.5%	-3.0%	-2.9%	-2.2%
TOYOTA	-0.9%	-0.9%			
VAUXHALL	-2.0%	-2.3%	-2.9%	-1.6%	-1.5%
VOLKSWAGEN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%



Commercial editorial

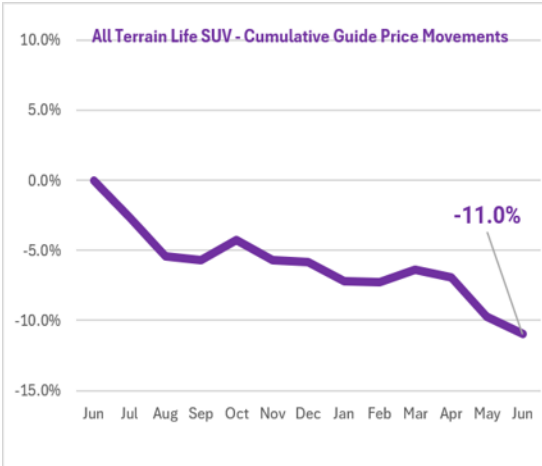
By cap hpi

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)
51387 HILUX DIESEL (2020 ----) - Icon D/Cab Pick Up 2.4 D-4D (20-24)
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)
39511 NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 4WD Auto (16-19)
57529 RANGER DIESEL (2022 ----) - Pick Up Double Cab Tremor 2.0 EcoBlue 205 Auto (23-26)
35285 L200 DIESEL (2015 - 2019) - Double Cab DI-D 178 Barbarian 4WD Auto (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				-0.8%	-1.0%
FORD	-1.0%	-1.0%	-1.0%	-1.0%	-1.1%
GWM	-1.0%				
ISUZU	-1.0%	-1.0%	-1.1%	-1.0%	-1.0%
KGM	-1.0%	-1.1%			
MAXUS	-0.9%	-1.1%			
MERCEDES-BENZ					-0.9%
MITSUBISHI					-1.0%
NISSAN				-1.1%	-1.0%
SSANGYONG		-3.0%	-2.8%	-3.0%	-2.8%
TOYOTA	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
VOLKSWAGEN	-0.9%	-1.0%	-1.0%		-1.1%

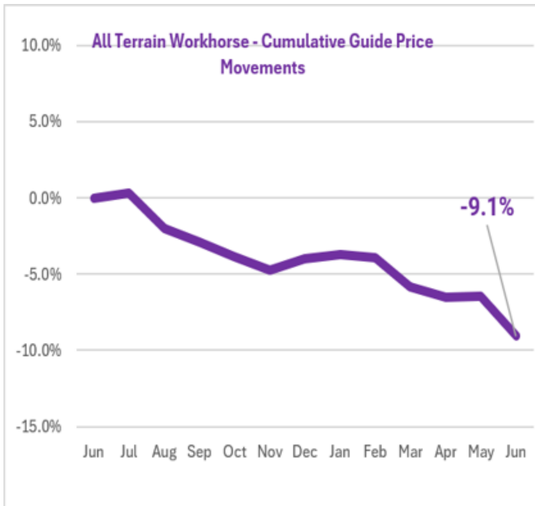


Best-selling All Terrain Workhorse by sales volume

38349 HILUX DIESEL (2016 - 2020) - Active Extra Cab Pick Up 2.4 D-4D (16-20)
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)
51518 D-MAX DIESEL (2020 - 2025) - 1.9 Utility Double Cab 4x4 (20-25)
51475 DISCOVERY DIESEL (2020 ----) - 3.0 D300 HSE Commercial Auto (20-21)
38347 HILUX DIESEL (2016 - 2020) - Active Pick Up 2.4 D-4D (16-19)
45873 L200 DIESEL (2019 - 2021) - Double Cab DI-D 150 4Life 4WD (19-21)
41605 D-MAX DIESEL (2017 - 2020) - 1.9 Extended Cab 4x4 (17-20)
49086 DISCOVERY DIESEL (2018 - 2020) - 3.0 SD6 HSE Commercial Auto (19-20)
44056 RANGER DIESEL (2019 - 2022) - Pick Up Double Cab XL 2.0 EcoBlue 170 (19-22)

All Terrain Workhorse - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
DACIA	-1.0%	-1.0%	-1.0%	-1.1%	-1.1%
FORD	-5.9%	-6.0%	-6.0%	-6.0%	-5.9%
INEOS	-0.9%	-1.0%			
ISUZU	-1.0%	-1.0%	-1.0%	-1.0%	-3.7%
KGM	-1.0%				
LAND ROVER	-2.5%	-4.0%	-4.0%	-4.0%	-4.0%
MITSUBISHI					-0.8%
NISSAN				-1.0%	-0.9%
SUZUKI		-1.1%	-0.9%	-0.8%	-1.0%
TOYOTA	-1.0%	-1.1%	-1.0%	-1.1%	1.2%



Ken Brown
LCV Valuations Editon

June 2026

HGV market overview

May was an unusual month, which hopefully was just a blip. Whilst auction entries were down, at the time of going to press truck sales posted their lowest conversion rate since April 2022, (22%). Whilst sales have been gradually declining since January, such a marked drop is unusual and other than bank holidays there is no indication as to why it has been such a slow month.

Despite lower sales only a few values have been negatively affected, but there are some positive movements too, so we will see how June pans out and if sales recover.

Trailer stocks have remained around the same level, but here sales increased, although some values achieved have been short of the mark.

Dealers report that business is steady but rising holding costs are making them more discerning when buying for stock. Whilst some good enquiries are forthcoming, the task is to procure vehicles to match enquiries, creating a quick turnover.

Manufacturers advise that business remains healthy, reporting that they expect used sales to remain buoyant for some time as potential buyers of new trucks are starting to hold off ordering. The blockade of the Straits of Hormuz and the ongoing situation in Iran has caused fuel prices to rocket, the result being that new vehicle purchases are being reviewed as buyers consider moving away from diesel to alternative fuels in a move to future proof themselves.

Used truck & trailer statistics.

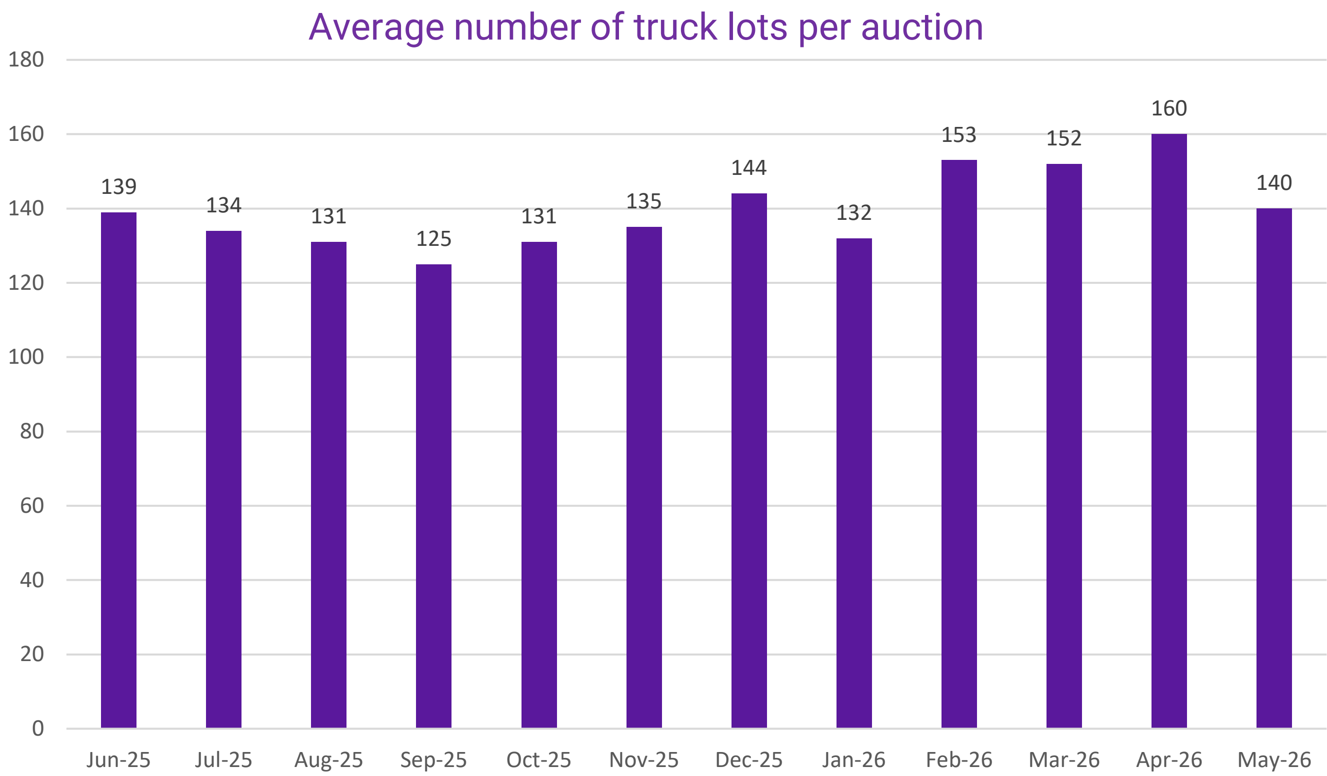
Over the last month the average number of truck entries at auctions decreased by 12.95%, and the number of on-the-day sales fell by 36.1%. Sales were 41.0% less than in May 2025 when the average number of entries per auction was 1.4% more than this year.

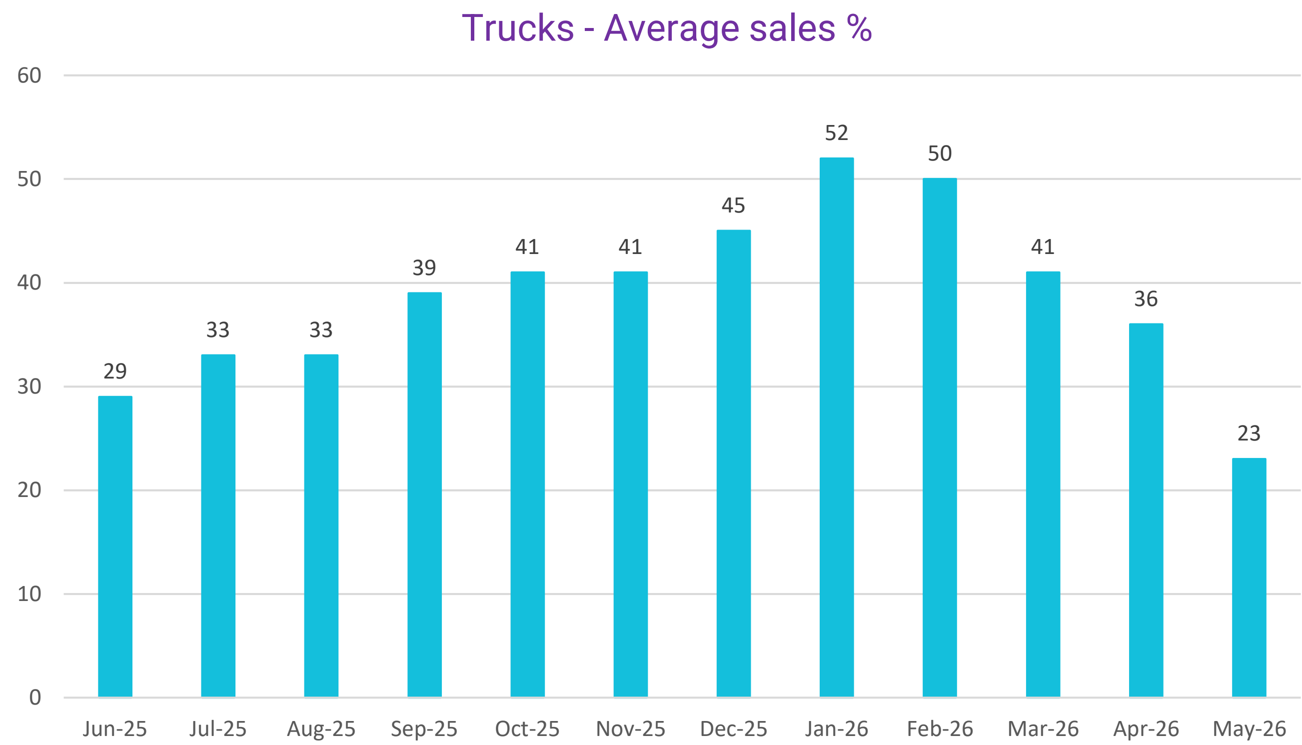
Trailer entries fell by 5.5% last month whilst sales increased by 21.0%. Sales were 17.8% less than last May when the average number of entries was 17.4% more than this year.

Over the previous month the number of vehicles under seven years of age decreased by 1.8%, whilst vehicles over nine years old increased by 3.5%. Trailers saw a decrease of 4.9% in those under seven years of age and those over nine-year-old decreased by 0.2%.

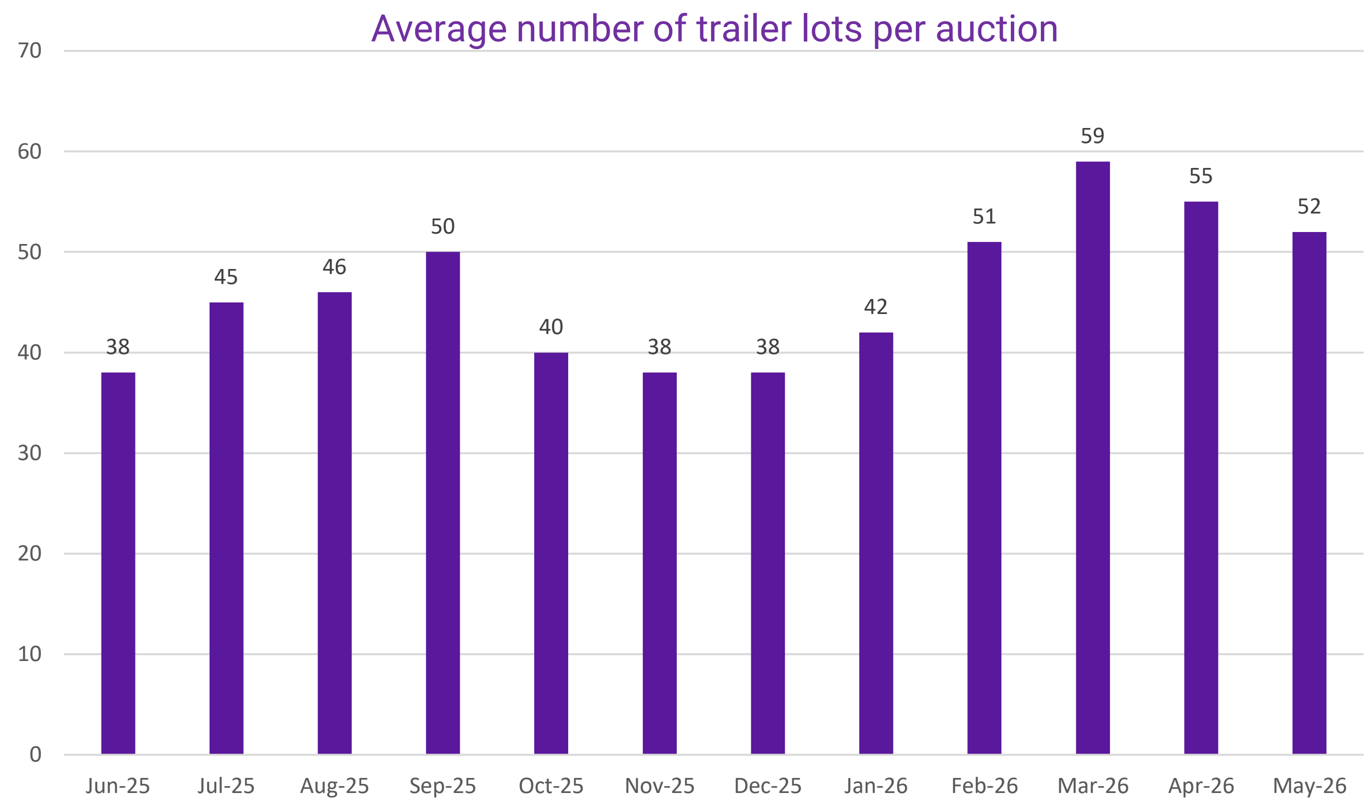
The above statistics are based on six auctions and 960 total truck and trailer lots offered up to and including the 18th May, and as always, we remind you that these are ‘hammer sales’ on-the-day and provisional sales which are subsequently successfully converted are not included.

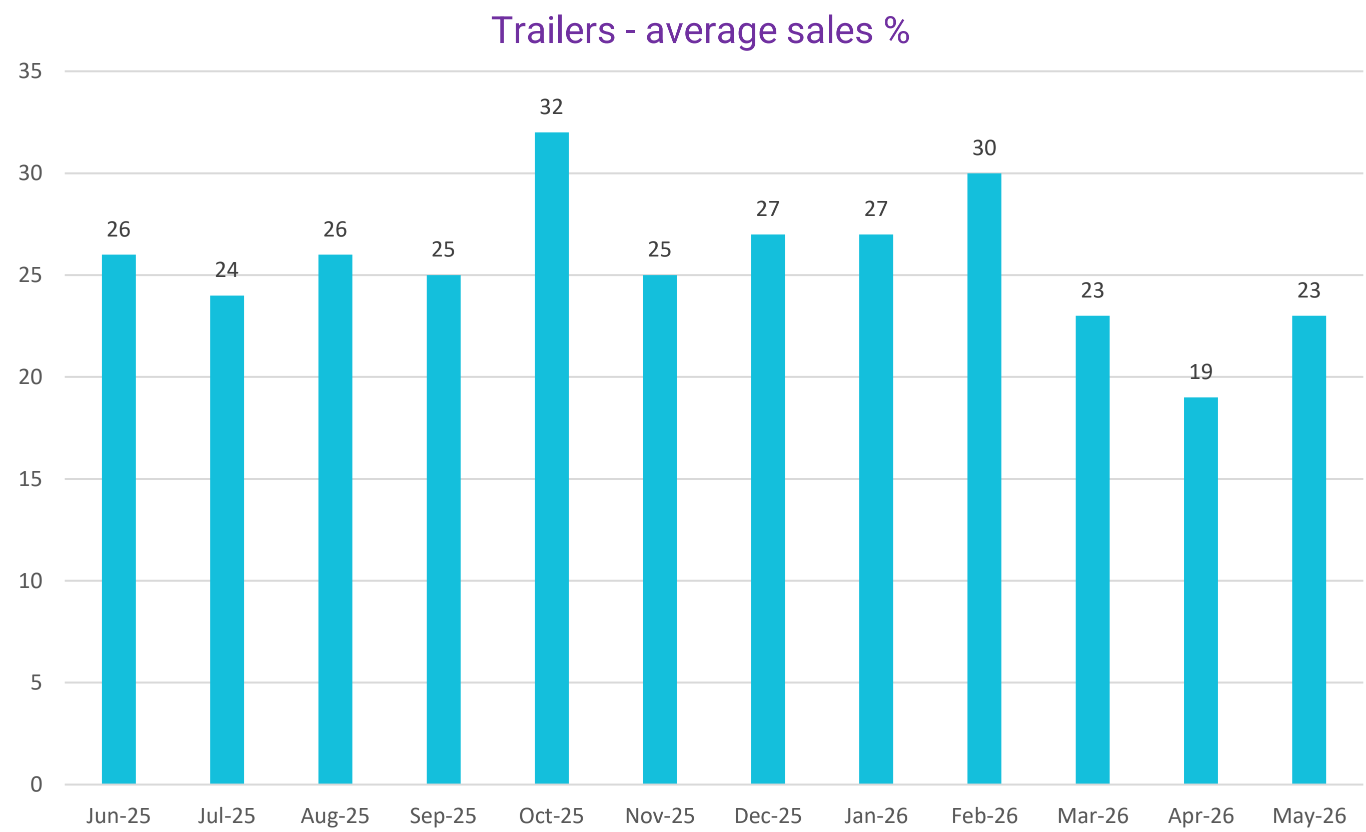
The following two graphs illustrate the average number of truck lots which have been available at auctions each month followed by the average number of truck sales as a percentage of the average number of truck lots.





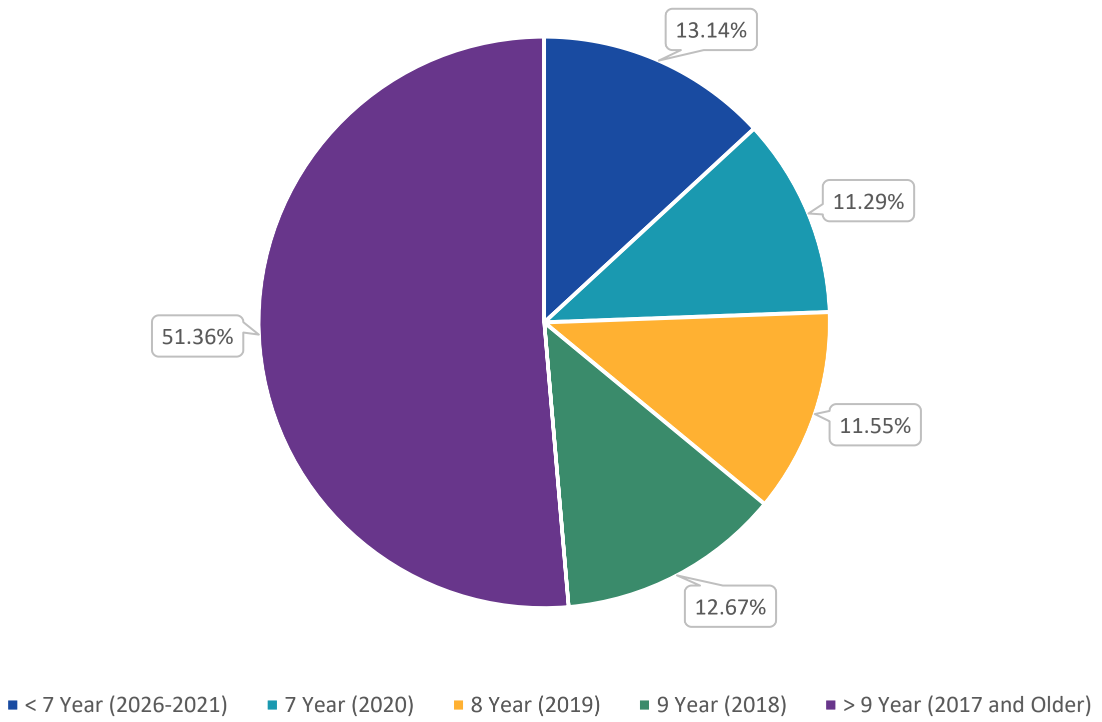
The two graphs below illustrate the average number of trailer lots which have been available at auctions each month followed by the average number of trailer sales as a percentage of the average number of trailer lots.



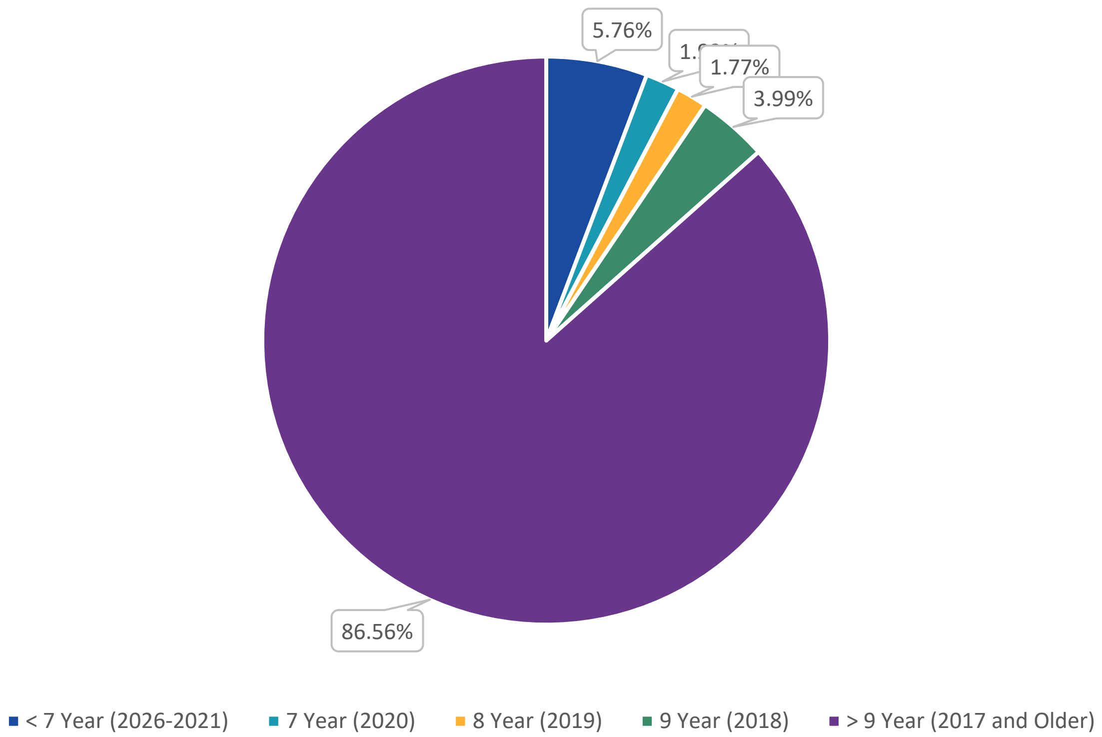


The following illustrates the age profile of trucks and trailers seen at auctions during 2026. The age of entries shown as a percentage of the total truck and trailer lots viewed.

Truck auction lots by age

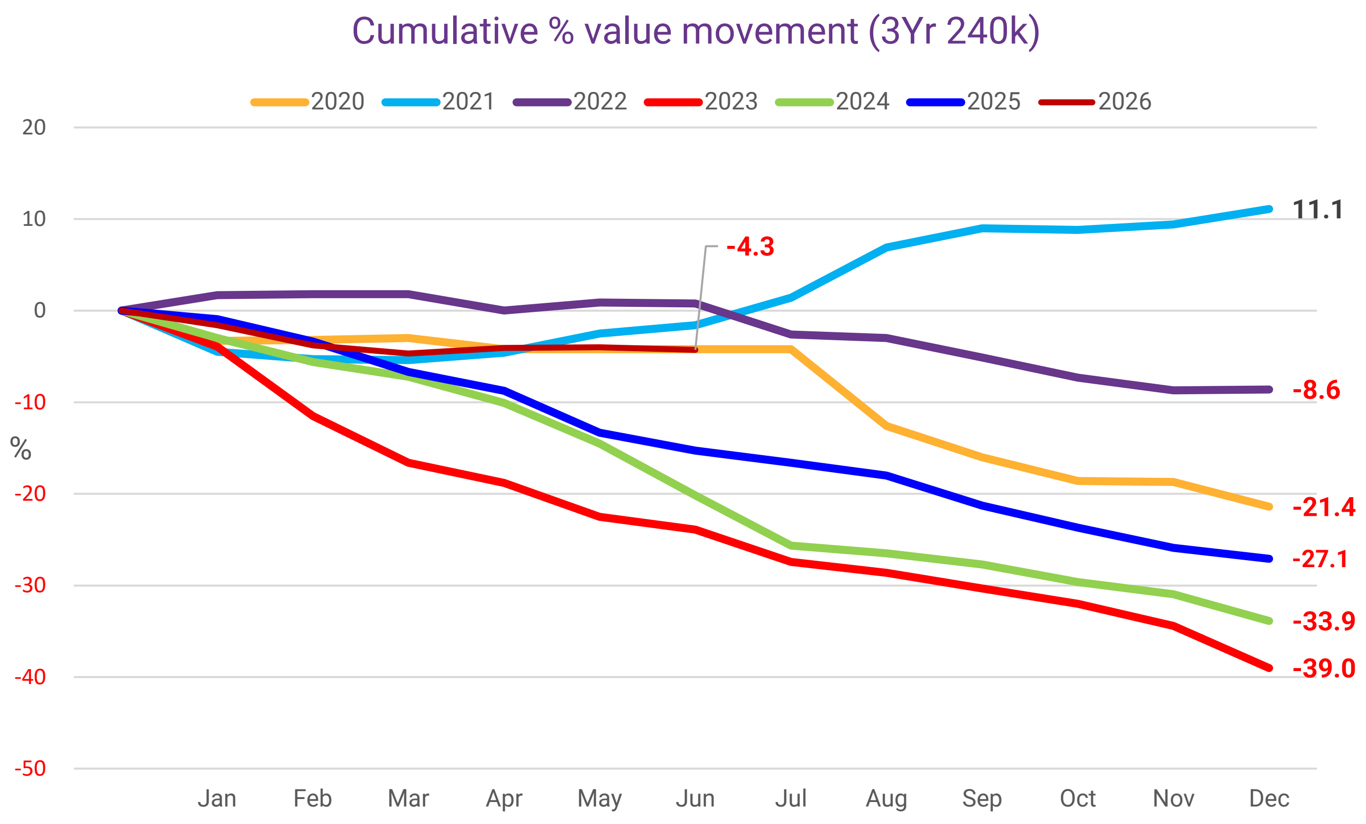


Trailer auction lots by age



Statistics for all the above graphs are correct up to and including 18th May 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 and a similar number of increases.

Several months of falling sales but many values remain unchanged. There are a couple of models where values have reduced, but these are much fewer than previous months.

Most examples currently on offer are over five years of age and presently only the best examples are selling at the first attempt with mileage and condition being of paramount importance in this sector where stocks remain high.

Run of the mill types are readily available but dropsides are less in number, whereas fridges and boxes remain the most numerous. Vehicles like beavertails and car transporters are scarcer and therefore attract good attention and dependent on mileage and condition, usually sell.

Surprisingly, a small selection of late, low mileage dropsides with cranes failed to sell despite good offers. Doubtless they will re-appear with revised reserves and will then sell.

Noteable sales in May included more 12 tonne pole erection units with augers. The best couple being a 23 plate Mercedes-Benz Atego 1223 with 38,000 kilometres which sold for £90,000 and a 23 plate Iveco Eurocargo ML120E21S with 32,000 kilometres which sold for £80,000.

Commercial editorial

By cap hpi

13t to 18t vehicles - Euro 6

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

Skips remain easily available and whilst many remain unsold, those that do sell are selling at reduced values. Dropsides on the other hand are in demand as are Scania P fridge boxes. Other derivatives are selling but values are dependent on the chassis body combination with most manufacturer's values holding steady, with just a few derivatives experiencing a decline in values.

Fridges should be coming back into vogue around now and that will help the many that are available, most are still DAF LF's, which are beginning to see values increase, but most other manufacturers products are readily available. Interest remains steady, even for those with the less desirable Frigoblock fridge units or carrying less common bodies.

Tidy boxes and curtains are selling but values are nothing to shout about, especially curtains, with no preference being noted for sleeper or day cabs. Anything under par often re-appears at subsequent auctions and usually struggle to provoke any real interest.

Tippers, particularly those with grabs, are scarce and as a result they generate good interest and strong bids when they appear, but strong bids do not necessarily always result in a sale.

A notable auction sale was a 2020 69 plate DAF FA LF230 16 tonne double deck car transporter with 313,000 kilometres which sold for £50,000.

Multi-wheelers - Euro 6

- The values of most three-axle vehicles are unchanged. The majority of four axle values also remain unchanged except for just a couple of tipper models which have declined.

This sector still has less volume than other sectors and considering that fact surprisingly some types are struggling to attract attention sufficient to conclude a sale.

Tippers are usually the most predominant type in this sector but skip and hook loaders continue to sell although buyers are becoming more discerning and untidy examples are starting to find the going a little tougher.

Refuse trucks are easily found, but as always, most struggle to find realistic bids or they sell at prices well below their true value, however, some late examples do sell but specification and condition are paramount.

Interesting vehicles sold at auction included a 20 plate Volvo FE320 6x2 sleeper cab vacuum tanker with 246,000 kilometres which achieved £79,000. The second was also a Volvo FE320 6x2. A day cab 21 plate barrier rig with pile driver and crane with 165,000 kilometres which sold for £93,000.

Finally, an 18 plate Scania R500 Highline 6x2 timber carrier complete drawbar rig with trailer and crane with 700,000 kilometres sold for £31,600.

Tractor units - Euro 6

- 6x2 values remain largely unchanged with just a small number of both increases and decreases. 4x2's values have decreased for a few models but are otherwise unchanged.

Apologies for being repetitive but there has been little change in the 6x2 market which continues to bob along merrily with few changes in values despite a steady stream of vehicles arriving at auctions.

Commercial editorial

By cap hpi

Plenty of Scania R and Iveco S-Ways are available at present, closely followed by Mercedes-Benz Actros which continue to be available in good numbers. 4x2 vehicles have been available in quantity recently and as a result a few values have fallen.

High specification tractor units and 6x4 tractor units are far less common and continue to sell well.

Trailers

- Trailers – Values for most types have remained steady, the exceptions being reductions for curtains and tippers.

The number of trailers available remains high and despite an increase in sales it could be that values are beginning to come under pressure.

A growth in the number of curtain trailers has negatively affected their values, and to a lesser extent this has occurred to tippers, whilst most other values have remained stable.

Rob Smith
HGV Valuations Editor