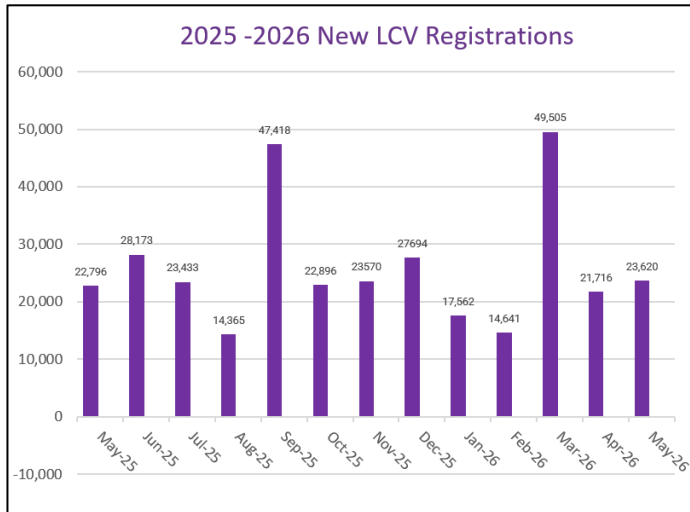


July 2026

# LCV market overview

May sees growth in New LCV registrations (source SMMT)



Month on month, new LCV registrations in May increased by 8.8% (+1,904 units), according to the latest data from the SMMT. This represents an increase of 824 units when compared to May 2025.

However, the year to date position remains slightly behind last year at 127,044 registrations, 831 fewer than during the same period in 2025. This shortfall stems from weaker performance earlier this year, with January and March registrations lagging behind last year by 2,872 units.

With stronger registration volumes in April and May, reducing the year on year deficit to just under 1000

units, the new LCV market is in good shape. However, as we head towards the main July-August holiday period, as the chart above shows, we normally see a decline in new registrations in the run up to the September plate.

## For what it's worth

### Guide price changes in this edition

LCV Sector	3Yr60k	Overall
Micro Van		-0.4%
City Van	-1.9%	-2.0%
Small Van	-1.0%	-1.8%
Medium Van	-1.7%	-1.9%
Large Van	-2.0%	-1.8%
E City Van		-3.5%
E Small Van	-0.5%	-0.7%
E Medium Van	-0.9%	-1.0%
E Large Van	-1.4%	-1.5%
E Chassis - Derived	-1.0%	-1.0%
E 4x4 Pick-up Lifestyle SUV	3.2%	3.1%
E Mini-bus		-3.0%
E Vat Qualifying	-5.1%	-4.1%
Over 3.5T	-1.5%	-1.6%
All Terrain Workhorse	-4.2%	-3.3%
Forward Control Vehicle	-2.9%	-2.8%
Chassis - Derived	-2.2%	-2.3%
All Terrain Lifestyle	-2.8%	-3.1%
Mini-bus	-4.0%	-4.0%
Vat Qualifying	-0.7%	-0.9%
<b>Overall Average Movements</b>	<b>-1.8%</b>	<b>-1.9%</b>

The guide price movements in this edition of Red Book are **-1.8%** at 3 year / 60K and **-1.9%** overall.

The chart opposite is intended to give subscribers and indication of how the guide prices have moved in each sector. As always, the devil is in the detail and we always recommend using our valuation products to determine the actual guide price movements of individual models.

# Commercial editorial

By cap hpi

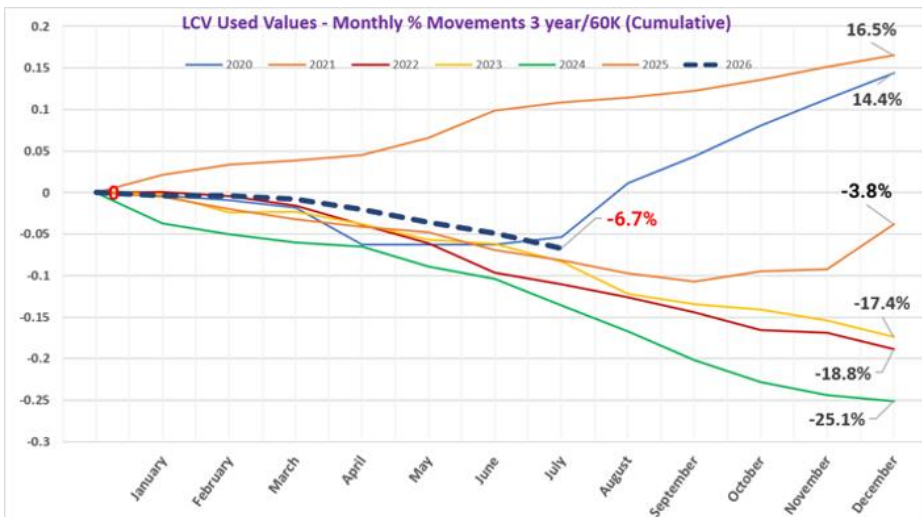
## Indicative guide price movements by fuel types

Fuel Types	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
Diesel	-2.0%	-2.0%	-1.9%	-2.0%	-2.0%
Petrol	-1.0%	-0.9%	-1.0%	-1.5%	-3.3%
Electric	-1.3%	-1.3%	-1.2%	-1.2%	-1.3%
Petrol Parallel PHEV	-1.0%	-1.1%	-1.0%		-1.1%
Petrol Series PHEV	-0.9%	-1.1%	-0.8%	-0.8%	-0.8%
Petrol/Electric Hybrid	-4.0%	-5.4%	-7.4%	-8.8%	

## Indicative guide price movements BEV sector

BEV Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
E City Van	-0.8%			-3.8%	-4.0%
E Small Van	-0.8%	-0.7%	-0.5%	-0.9%	-0.8%
E Medium Van	-1.1%	-1.2%	-0.9%	-0.8%	-0.8%
E Large Van	-1.6%	-1.6%	-1.4%	-1.4%	-1.4%
E Chassis - Derived	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
E 4x4 Pick-up Lifestyle SUV	3.2%	2.9%	3.2%	2.9%	
E Mini-bus	-3.0%	-2.8%			
E Vat Qualifying	-4.3%	-5.1%	-5.1%	-3.0%	-3.0%

## 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 in 2020 and 2021 during the height of the pandemic, before declining to more sustainable levels by late 2023. Represented by the dashed line, the cumulative downward movement so far in 2026 is -6.7%.

It's worth noting from this chart that in September last year used LCV prices increased as the market

responded to stock shortages across most LCV sectors. It remains to be seen if we will witness similar stock shortages this year.

### Views from the block – “increasingly hard to engage buyers”

While conversion rates were down last month, most auction officials we spoke to last month felt this was to be expected and reflected the typical seasonal slowdown in activity. With the bank holidays behind us and schools open again, there was a sense of optimism that sales activity would pick up in the coming weeks. However, there was

# Commercial editorial

By cap hpi

broad agreement that auctioneers are having to work increasingly hard to engage buyers, and, their work isn't over when the auction ends. Managing large numbers of provisional bids continues to require significant time and effort behind the scenes, adding to their workload long after the auction has finished.

It was also reported that, at some physical auctions, the same buyers are attending week after week, seemingly to observe market conditions rather than place serious bids. One explanation put forward was that some buyers have stepped back from bidding due to a significant backlog of vehicles awaiting repairs in bodyshops. This was thought to be limiting their capacity to acquire additional stock until those vehicles had been sold.

As is often the case in the used LCV market, de-fleets and duplication of stock remain key factors influencing market prices. An oversupply of particular models can quickly put downward pressure on prices, particularly when large volumes enter the market at the same time.

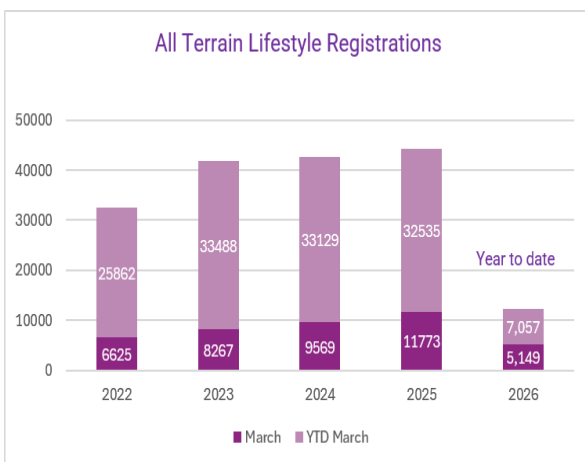
We continue to see strong evidence of this in our research data in the form of increasingly pronounced two-tier sale prices. All too often, across many LCV sectors, examples of both extreme over and under performance against the guide prices are commonplace. The clean ready to retail vehicles, as always, are highly prized and are achieving well over the guide prices, whilst those exhibiting damage are under performing. Of course, there is nothing new about this, it's just that it is more intense than we have seen for a while.

## The impact of BIK rule changes for 4x4 double cab pick-ups

With the new BIK rules in force for just over a year now, in this edition we look at the effect they have had on sales of new 4x4 double cab pick-up sales and how they have affected the new and used markets.

Up until 5 April 2025, HMRC regarded double cab pickups with a payload of at least 1 tonne as commercial vehicles (vans) for BIK (benefit in Kind) purposes. With up to five seats and car-like, high specification interiors they were a legitimate way of qualifying for the considerably lower van BIK tax rate.

This sector has seen steady growth over the years with product offerings from many of the major manufacturers. More recently we have seen the introduction of BEV models from MAXUS, Isuzu D-Max EV, Toyota Hilux BEV and PHEV versions of Ford Ranger.



The chart opposite shows the total number of 4x4 double cab pick ups registered each year from 2022 to 2025, and the year to date (YTD) volume for 2026. It also shows the YTD volume for March of each year.

It clearly shows there was a significant surge in orders (11,773 units) ahead of the 5 April 2025 deadline. However, since then, demand from a large segment of the customer base has all but disappeared, reflecting the extent to which purchasing decisions were brought forward in anticipation of the rule change. As a result, the market is now adjusting to a lower level of demand.

At the halfway point of 2026, with 7,057 new registrations YTD, the impact of the BIK rule change for double-cab pick-ups is becoming increasingly apparent. Based on historical registration data, total registrations for 2026 are likely to finish around 50% below previous levels.

# Commercial editorial

By cap hpi

## Impact of BIK Tax Changes on the 4x4 Double Cab Pick-Up Market

The lifestyle 4x4 double cab pick up sector which was previously driven by company car users, company directors, and SME owner drivers has undergone a dramatic decline since the BIK tax changes.

While some users may have chosen to accept the higher taxation and continue to operate these vehicles, it's apparent that many have sought more tax efficient alternatives. Some, faced with the reality that they can't avoid the higher tax rate, may have opted to buy high spec SUVs or cars which often have the same or lower BIK tax burdens, as in the case of BEV and PHEV models.

Some manufacturers have identified an opportunity to reposition combi vans as practical, tax-efficient alternatives. By revising model specifications and positioning, these vehicles are increasingly being targeted at former pick-up customers.

## Used Market Implications

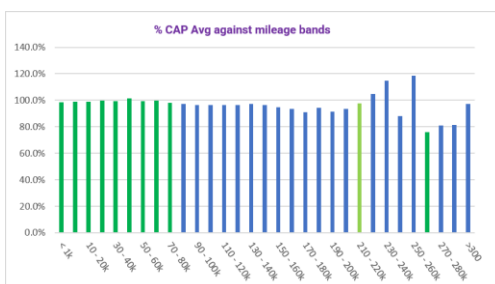
The impact on the used market varies depending on when vehicles were first registered. Vehicles registered prior to the rule changes continue to be taxed as vans, however, a short-term oversupply, fuelled by a surge in registrations ahead of the tax change may place temporary downward pressure on used values.

The outlook for post tax change vehicles is more complex. The market can broadly be divided into two segments, buyers influenced by BIK taxation and buyers unaffected by BIK (generally these are private lifestyle customers).

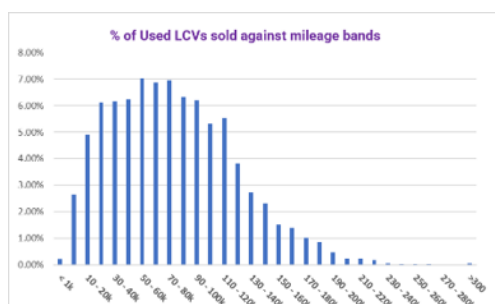
Demand from those buyers who are influenced by the rule change is expected to decline significantly under the new rules, while demand from private buyers is likely to remain stable.

In the longer term, with fewer new vehicles entering the market due to reduced fleet and business demand, the supply of used 4x4 double cab pick-ups in the used market will decrease over time. Providing demand from private lifestyle buyers continues, the constrained supply is likely to drive used market prices upward.

## 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 market sensitivity towards higher mileage vehicles. The chart opposite reflects the current performance against the mileage bands following the adjustments we've made for this edition. Generally, we have increased the depreciation rate for mileage bands over 50K.

## Sectors – what you need to know

# Commercial editorial

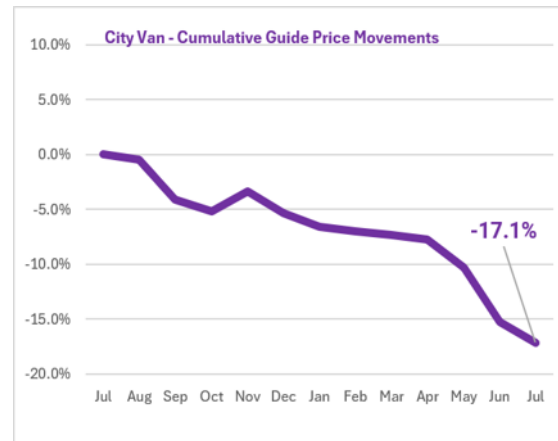
By cap hpi

## Best-selling City Vans by sales volume

- 45293 TRANSIT COURIER PETROL (2014 - 2023) - 1.0 EcoBoost Leader Van [6 Speed] (19-23)
- 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)
- 42524 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 100ps Limited Van [6 Speed] (18-23)
- 41923 CORSAVAN DIESEL (2014 - 2018) - 1.3 CDTi 16V 95ps ecoTEC Van [Start/Stop] (17-18)
- 45294 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Leader Van [6 Speed] (19-23)
- 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)
- 42519 TRANSIT COURIER PETROL (2014 - 2023) - 1.0 EcoBoost Limited Van [6 Speed] (18-23)
- 42523 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 100ps Trend Van [6 Speed] (18-23)

City van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT		-1.1%	-1.1%	-1.0%	-1.0%
FORD	-1.6%	-1.5%	-1.9%	-2.0%	-2.9%
TOYOTA	-4.0%	-5.4%	-7.4%	-8.8%	

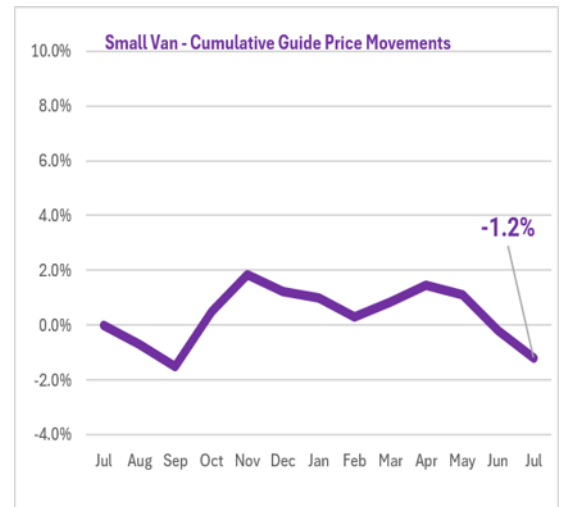


## Best-selling Small Vans by sales volume

- 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)
- 55328 PARTNER STANDARD DIESEL (2018 - 2024) - 1000 1.5 BlueHDi 100 Professional Prem Van [6 Spd] (21-22)
- 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)
- 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)
- 38515 PARTNER L1 DIESEL (2015 - 2018) - 850 1.6 BlueHDi 100 Professional Van [non SS] (16-18)
- 18445 BERLINGO L1 DIESEL (2008 - 2018) - 1.6 HDi 625Kg Enterprise 75ps (10-16)

Small van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-1.0%	-1.0%	-2.0%	-4.4%	-7.6%
FIAT	-0.9%	-1.0%	-1.0%	-1.0%	-1.0%
FORD	-1.0%	-0.1%	0.0%	-2.2%	-5.4%
MERCEDES-BENZ	2.0%	2.0%	2.1%		-6.2%
NISSAN	-1.0%	-1.0%	-0.9%	-3.8%	-4.9%
PEUGEOT	-1.0%	-1.8%	-3.3%	-3.3%	-3.4%
RENAULT	-1.0%	-1.0%	-1.0%	-1.0%	-0.9%
TOYOTA	-2.4%	-1.7%	-1.1%	-0.9%	-1.0%
VAUXHALL	-1.0%	-1.0%	-1.2%	-1.7%	-2.3%
VOLKSWAGEN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%



# Commercial editorial

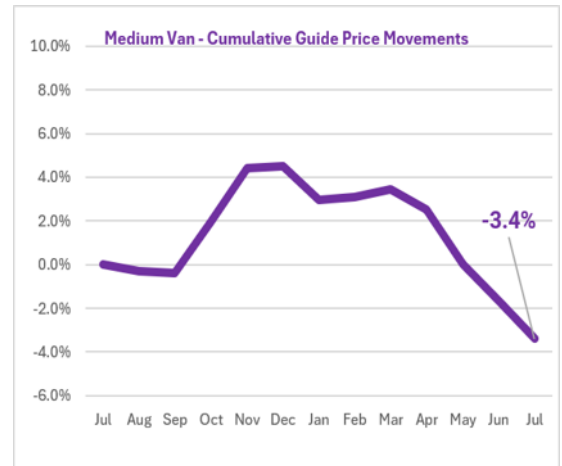
By cap hpi

## 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)
- 45851 VIVARO L2 DIESEL (2019 - 2024) - 2900 1.5d 100PS Dynamic H1 Van (19-22)
- 56184 VIVARO L2 DIESEL (2019 - 2024) - 2900 1.5d 100PS Prime H1 Van (22-24)
- 57322 TRANSIT CUSTOM 280 L1 DIESEL FWD (2023 —) - 2.0 EcoBlue 136ps H1 Van Limited (23-)
- 47110 TRANSPORTER T32 SWB DIESEL (2020 - 2024) - 2.0 TDI 110 Startline Business Van (20-24)
- 44449 TRANSIT CUSTOM 320 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 105ps Low Roof Leader Van (19-23)
- 56515 TRAFIC LWB DIESEL (2021 —) - LL30 Blue dCi 130 Advance Van (22-23)
- 44322 VIVARO L2 DIESEL (2019 - 2024) - 2900 1.5d 100PS Sportive H1 Van (19-22)

### Medium van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-3.0%	-3.0%	-3.0%	-3.1%	-3.0%
FIAT	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
FORD	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
MAXUS	-0.9%	-0.9%			
MERCEDES-BENZ	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
NISSAN	-4.0%	-3.9%	-4.0%	-4.0%	-4.0%
PEUGEOT	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
RENAULT	-1.5%	-2.8%	-3.5%	-4.2%	-5.0%
RENAULT TRUCKS UK	-1.0%	-1.0%	-1.0%		
TOYOTA	-2.3%	-1.7%	-1.0%	-1.0%	-1.0%
VAUXHALL	-1.0%	-1.0%	-1.6%	-3.1%	-5.2%
VOLKSWAGEN	-1.4%	-1.8%	-1.9%	-1.9%	-1.9%

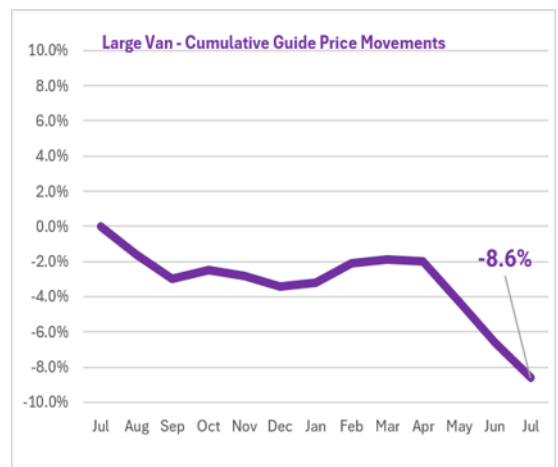


## Best-selling Large Vans by sales volume

- 37861 TRANSIT 350 L2 DIESEL FWD (2014 - 2019) - 2.0 TDCi 130ps H3 Van (16-19)
- 49238 SPRINTER 315CDI L2 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)
- 49244 SPRINTER 315CDI L3 DIESEL RWD (2020 - 2023) - 3.5t H2 Progressive Van (20-23)
- 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)
- 44275 RELAY 35 L3 DIESEL (2014 - 2024) - 2.2 BlueHDi H2 Van 140ps Enterprise (19-23)
- 44591 TRANSIT 350 L3 DIESEL FWD (2019 —) - 2.0 EcoBlue 130ps H3 Leader Van (19-24)
- 42615 CRAFTER CR35 LWB DIESEL FWD (2017 - 2025) - 2.0 TDI 140PS Startline Business High Roof Van (18-23)
- 44636 TRANSIT 350 L3 DIESEL FWD (2019 —) - 2.0 EcoBlue 130ps H2 Trend Van (19-24)

### Large van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-1.5%	-1.2%	0.5%	0.6%	0.6%
FIAT	-0.2%	0.6%	1.0%	1.0%	1.0%
FORD	-2.7%	-6.0%	-7.4%	-6.5%	-4.9%
IVECO	-3.0%	-1.8%	-1.0%	-1.0%	-1.0%
MAN	-2.5%	-2.5%	-4.0%	-4.0%	-4.0%
MAXUS	-1.1%	-1.1%	-1.1%	-0.9%	-1.0%
MERCEDES-BENZ	-0.6%	-0.6%	-1.0%	-1.0%	-1.0%
NISSAN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
PEUGEOT	-2.0%	-1.9%	-1.0%	-1.0%	-1.1%
RENAULT	-1.0%	-1.0%	-1.0%	-0.9%	-0.9%
RENAULT TRUCKS UK	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
TOYOTA	-0.9%	-1.1%			
VAUXHALL	-2.9%	-3.0%	-3.0%	-3.0%	-3.0%
VOLKSWAGEN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%



# Commercial editorial

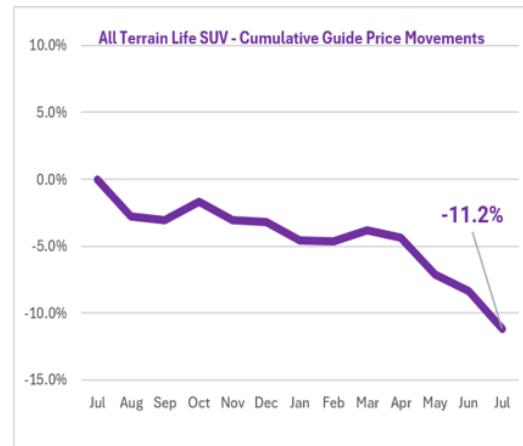
By cap hpi

## 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)
- 49099 HILUX DIESEL (2020 —) - Invincible X D/Cab Pick Up 2.8 D-4D Auto (20-24)
- 51387 HILUX DIESEL (2020 —) - Icon D/Cab Pick Up 2.4 D-4D (20-24)
- 57529 RANGER DIESEL (2022 —) - Pick Up Double Cab Tremor 2.0 EcoBlue 205 Auto (23-26)
- 45402 NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 TT 4WD Auto (19-22)
- 35285 L200 DIESEL (2015 - 2019) - Double Cab DI-D 178 Barbarian 4WD Auto (15-19)
- 51388 HILUX DIESEL (2020 —) - Icon D/Cab Pick Up 2.4 D-4D Auto (20-24)
- 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				-2.9%	-2.9%
FORD	-1.7%	-3.0%	-2.3%	-2.3%	-3.7%
GWM	-1.0%				
ISUZU	-1.2%	-1.6%	-1.8%	-2.5%	-3.8%
KGM	-6.0%	-5.9%			
MAXUS	-0.9%	-0.8%			
MERCEDES-BENZ					-2.9%
MINI					1.2%
NISSAN				-6.2%	-9.6%
SSANGYONG		-6.0%	-6.0%	-6.0%	-6.1%
TOYOTA	-1.6%	-2.7%	-3.4%	-3.5%	-3.1%
VOLKSWAGEN	-1.0%	-1.0%	-1.1%		-0.1%

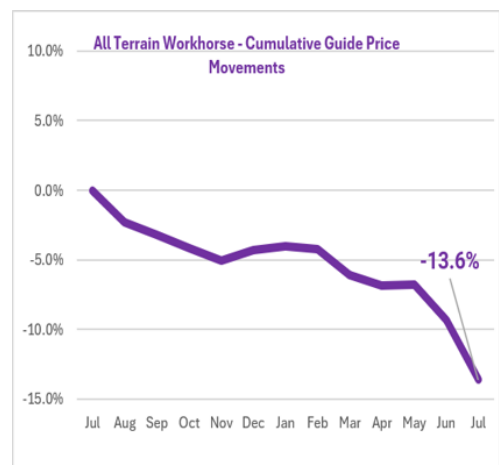


## Best-selling All Terrain Workhorse by sales volume

- 38349 HILUX DIESEL (2016 - 2020) - Active Extra Cab Pick Up 2.4 D-4D (16-20)
- 45873 L200 DIESEL (2019 - 2021) - Double Cab DI-D 150 4Life 4WD (19-21)
- 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)
- 54096 DEFENDER 90 DIESEL (2020 —) - 3.0 D250 Hard Top Auto (21-24)
- 38347 HILUX DIESEL (2016 - 2020) - Active Pick Up 2.4 D-4D (16-19)
- 35280 L200 DIESEL (2015 - 2019) - Double Cab DI-D 151 4Life 4WD (15-19)
- 41606 D-MAX DIESEL (2017 - 2020) - 1.9 Double Cab 4x4 (17-20)
- 43081 DISCOVERY DIESEL (2018 - 2020) - 3.0 SDV6 306 HSE Commercial Auto (18-19)

### All Terrain Workhorse - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
DACIA	-0.9%	-1.0%	-1.0%	-1.0%	-1.1%
FORD	-3.9%	-3.9%	-3.9%	-3.9%	-3.9%
INEOS	-1.3%	-1.0%			
ISUZU	1.9%	2.0%	2.0%	2.0%	1.9%
KGM	-1.0%				
LAND ROVER	-6.5%	-8.5%	-9.2%	-7.7%	-6.3%
MINI					-1.2%
NISSAN				-0.8%	-1.0%
SUZUKI	0.0%	-0.8%	-0.9%	-0.8%	-0.7%
TOYOTA	-2.6%	-2.9%	-2.3%	-2.2%	2.7%



Ken Brown  
LCV Valuations Editor

July 2026

# HGV market overview

Following on from last month May does seem to have been just a blip, because as we went to press both stock volume and sales picked up considerably late in the month. In June auction entries were down on May's figures which has helped values.

Despite slightly lower sales only a handful of values have been negatively affected, and there are growing numbers of positive movements, so things are ticking along quite nicely at present.

Trailer stocks increased last month, but sales receded and with so many similar trailers available some auctions are entering smaller selections of the same types in an effort to manage stocks and maintain values.

Dealers advise that business is generally steady, but Bank of England interest rates are being closely monitored as movements in the rate can affect what and how they buy for stock. Whilst some good enquiries are forthcoming, the task appears to be procuring vehicles to match those enquiries.

Manufacturers advise that business remains healthy, reporting that they expect sales to peak soon and then slow towards the end of the year as more stock is due to return and with new vehicle deliveries slowing a little purchasing a used truck becomes a good choice.

## Used truck & trailer statistics.

Over the last month the average number of truck entries at auctions decreased by 18.2%, and the number of on-the-day sales fell by 2.6%. Sales were 27.6% more than in June 2025 when the average number of entries per auction was 2.9% more than this year.

Trailer entries increased by 15.6% last month whilst sales decreased by 10.0%. Sales were 25.0% less than last June when the average number of entries was 26.9% less than this year.

Over the previous month the number of vehicles under seven years of age increased by 5.5%, whilst vehicles over nine years old decreased by 2.6%. Trailers saw a decrease of 7.3% in those under seven years of age and those over nine-year-old increased by 0.3%.

The above statistics are based on six auctions and 960 total truck and trailer lots offered up to and including the 15<sup>th</sup> June, 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.

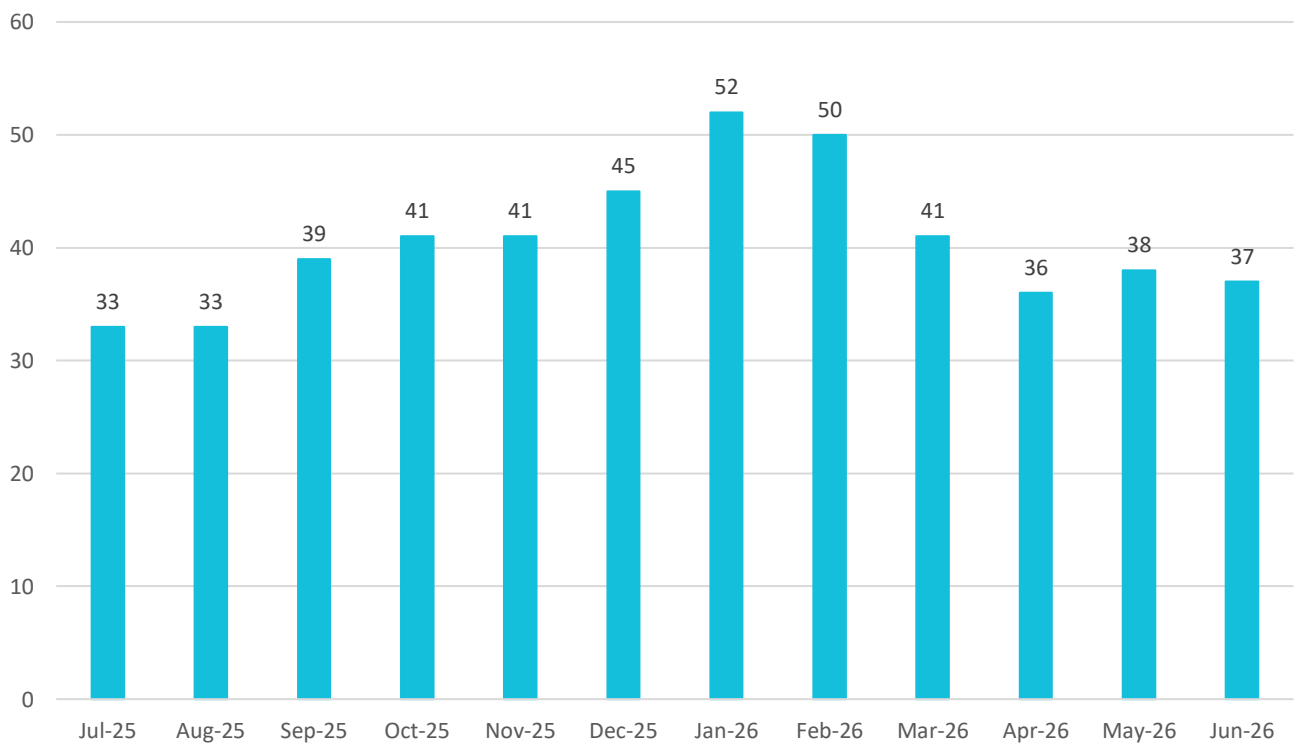
# Commercial editorial

By cap hpi

## Average number of truck lots per auction



## Trucks - Average sales %

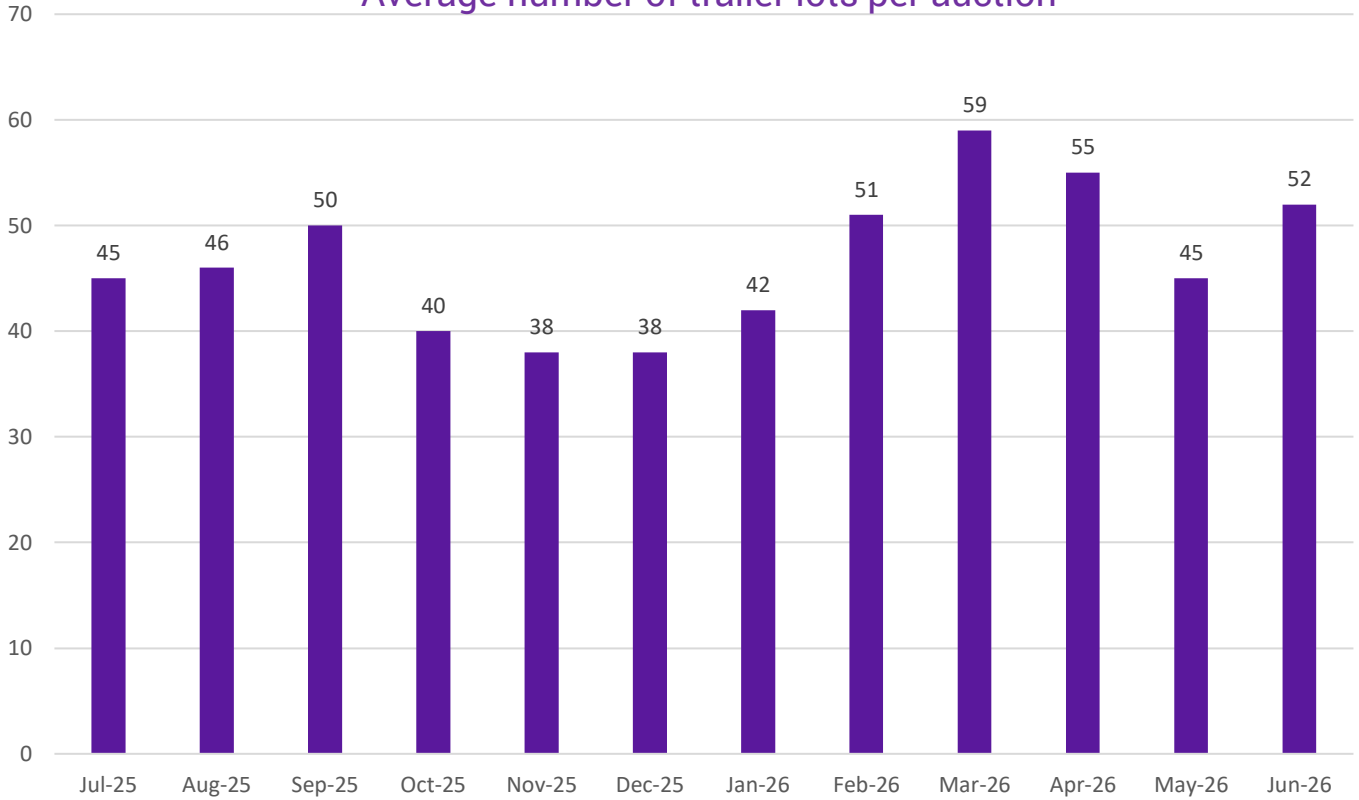


# Commercial editorial

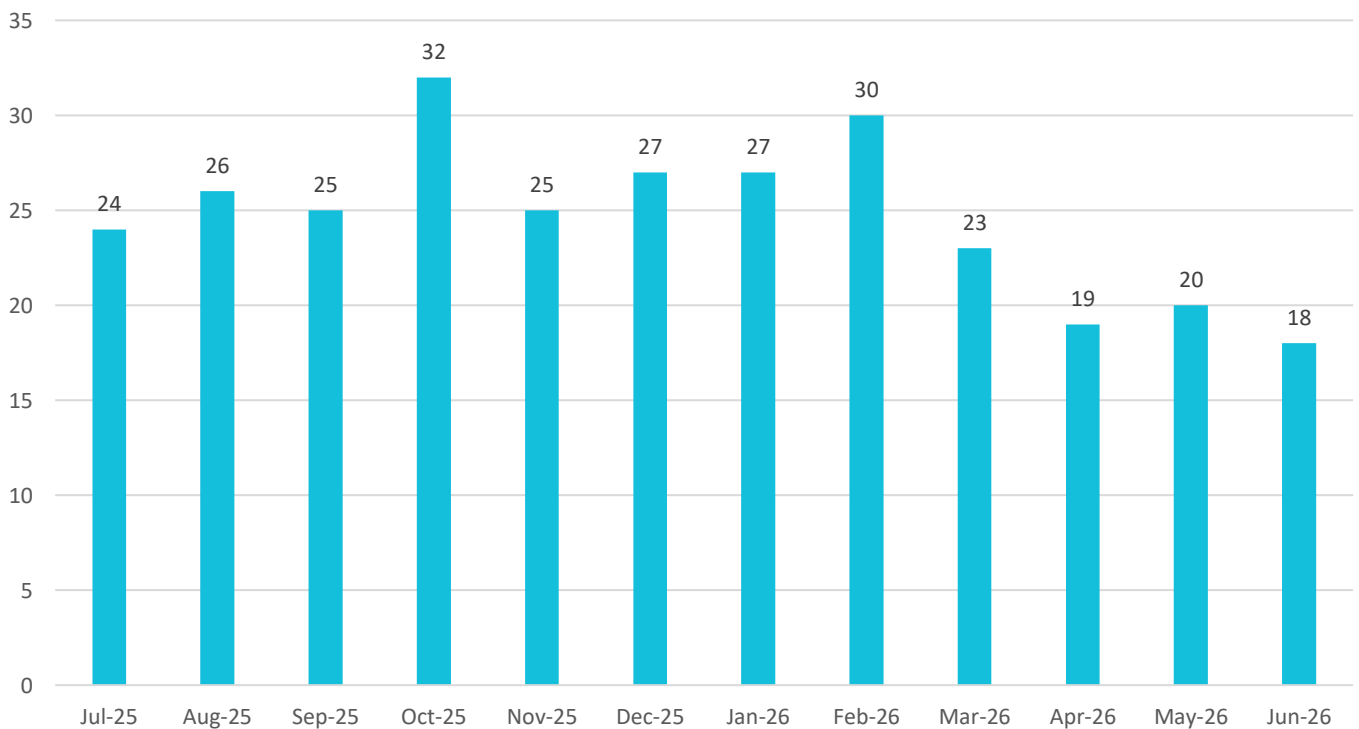
By cap hpi

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 %

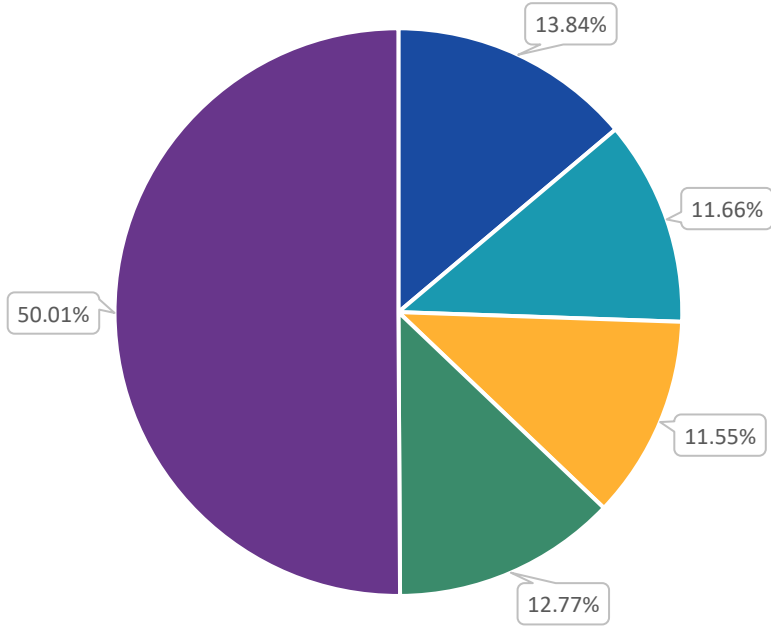


# Commercial editorial

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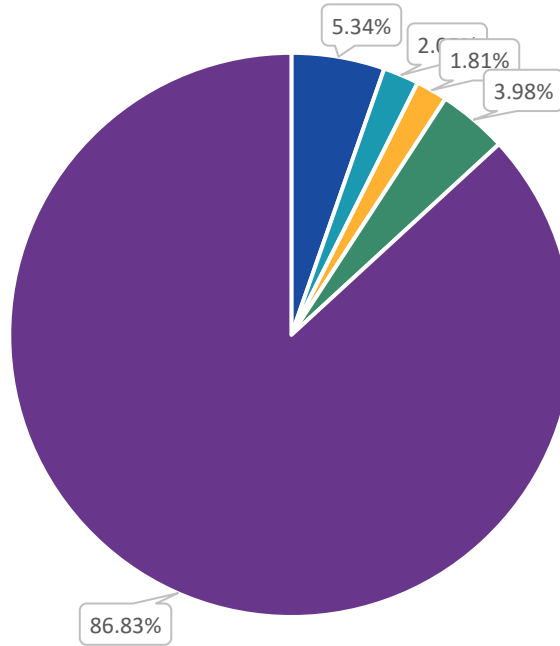
The following illustrates the age profile of trucks and trailers seen at auctions during 2026. The age of entries shown as a percentage of the total truck and trailer lots viewed.

## 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



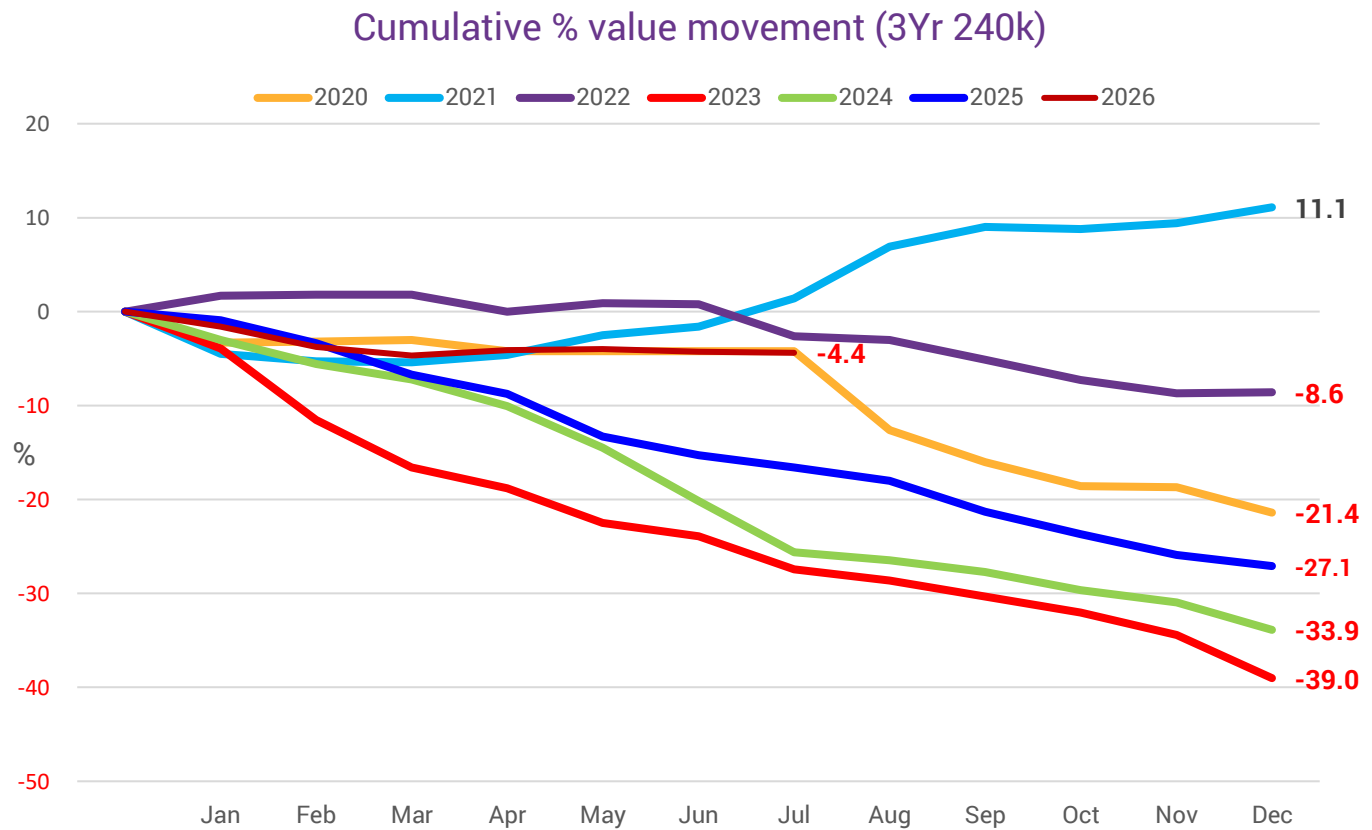
■ < 7 Year (2026-2021) ■ 7 Year (2020) ■ 8 Year (2019) ■ 9 Year (2018) ■ > 9 Year (2017 and Older)

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Statistics for all the above graphs are correct up to and including 15<sup>th</sup> June 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 remain steady with just a couple of negative movements and a similar number of increases.

Despite being numerous in the marketplace, vehicles in this sector are now performing steadily, and falling values seem to have stalled to the point where many vehicles have seen values remain steady and, in some instances, increase.

A good selection of 7.5 tonne vehicles, and the even more popular 12 tonne models, have kept stock churning. However, there are still some examples which are finding the going just a little tough. These are predominantly the less tidy vehicles or those with high mileage. If a truck has the combination of both it is likely to appear several times at auction before sense prevails and it is eventually sold with a lower reserve value.

Tipplers are popular at present and a good selection of late registered examples all attracted good attention, However, as tipplers age their condition generally declines and cab interiors, often with cloth seats instead of plastic,

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suffering more than their exterior condition. So, if you are in the market for a tipper don't let a good exterior condition fool you.

More 2023 12 tonne Iveco Eurocargo and Mercedes-Benz Atego pole erection units have been available, and whilst many sell at first attempt, values are slowly declining.

A good selection of sweepers has been available recently, the best example being a 2020 70 plate left hand drive DAF FA LF180 Scarab with 64,000 kilometres which sold for £31,750.

## 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.

18 tonne fridges have again increased in volume with the DAF LF again being available in increasing numbers, but sale values remain robust, (for now!).

Other run of the mill models are generally met with reasonable enthusiasm, with some dropsides and tippers performing well, some increasing in value. Anything non-standard is attracting additional interest, but interest does not always result in a sale.

More traffic management dropsides, mainly Iveco Eurocargo and Mercedes Econic, most with crash cushions, continue to appear. The later plate models are doing reasonably well but older vehicles are struggling to find buyers. It is, after all, a limited aftermarket.

Mobile libraries and exhibition units at this weight are rare sights. Most that appear tend to be older but because they generally have low mileage, they are often prove desirable providing they can easily be converted into race transporters or motorhomes.

Gully suckers have been readily available recently, primarily on DAF chassis. The best of the bunch was a 2021 71 plate DAF FA LF230 18 tonne day cab with a whale tank with 33,000 kilometres which sold for £56,500.

Sweepers in this sector included a 20 plate 16 tonne left hand drive DAF FA LF230 Johnston dual brush with 187,000 kilometres which sold for £43,500.

## Multi-wheelers - Euro 6

- The values of most three-axle vehicles are unchanged with a couple of positive movements and a couple of negative movements to note. The majority of four axle values also remain unchanged except for just a couple of hook loader models which have declined.

Interest in 6x2 vehicles is there, but some types are selling at reducing values, even many late plate examples are struggling to make the money, that said, some curtains have fared well recently.

6x4 tippers are relatively scarce and generally sell well when they appear. Those carrying cranes sell like hot cakes.

Four axle vehicles are performing well with most offerings being tippers which are matching demand. Hook-loaders are less in number and recent examples have failed to make the grade with some selling at reduced values.

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Plant carriers have been popular auction lots, especially if fitted with a crane, and the bigger the better! A couple of 8x2 day cab DAF plant carriers, without cranes, appeared recently from a well-known plant hire company and as usual bidding was brisk.

Refuse trucks are readily available but specification is important and needs to meet a buyer's requirements for any interest to be generated. Some tidy examples, five to seven years of age, have been selling but often most don't generate a bid sufficient to conclude a sale. Many older examples are selling for little more than scrap value, after all there's a lot of steel to be had from a refuse truck.

A sprinkling of vacuum tankers stimulated good interest, but 8x4 cement mixers were met with little enthusiasm and a couple of volumetric examples fared no better.

Vehicles of note recorded include a 21 plate DAF FAX CF480 8x2 space cab flat with a Fassi F345 crane and 328,000 kilometres which sold for £85,000.

A 2016 66 plate 6x2 Scania R450 Highline cab beavertail with a Fassi F365 crane and 688,000 kilometres sold for £48,000.

Finally, a 2020 70 plate Volvo FM320 6x2 day cab barrier rig vehicle with piledriver which had 119,000 kilometres sold for £99,500.

## Tractor units - Euro 6

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

Little change here. 6x2 vehicles keep appearing but there is sufficient demand to keep them selling and with buyers spending their cash stock keeps flowing.

Recent sales of the previous model DAF XF's have seen values start to decline as an increasing number of the new generation model appear and are being purchased in preference.

There are still good numbers of Scania R and Iveco S-Ways available, closely followed by Mercedes-Benz Actros which are plentiful.

4x2 vehicles have been available in quantity recently and as a result a few values have fallen.

## 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, with a dip in sales, values of the most populous types are beginning to see values come under pressure.

Curtain trailers have again been available in large numbers and further negative value movements have occurred. However, it is not all bad news as flats have been very popular and have seen values increase a little.

# Commercial editorial

By cap hpi

Rob Smith

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