2026



November 2026 Commercial Vehicle Market Overview

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November 2026
LCV Market Overview

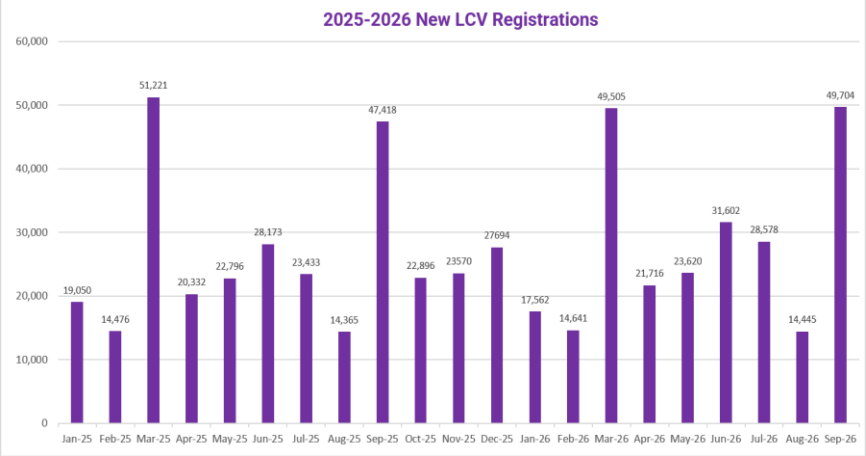
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November 2026

LCV Market Overview

September plate change drives a surge in New LCV Registrations



As expected, the introduction of the September registration plate resulted in a significant uplift in new LCV registrations.

According to SMMT data, compared to September 2025, registrations were up by 2,286.

At 251,373 year to date, registrations were up by 10,109 compared to the same period last year, highlighting the continued growth and resilience of the LCV market.

For what it's worth

Views from the block – market softening as trade buyers hold back

Feedback from auction officials over the past month was mixed. Most reported healthy trade buyer attendances both online and at physical sales. However, there was some suggestion that the market is softening, with auctioneers having to work considerably harder to secure sales on the day.

From our perspective, our research data volumes were much the same as the previous month, however, the average price performance for all LCV sectors was down by 1.9%. This is the largest monthly decrease recorded so far this year. We believe this is being driven largely by a deterioration in used stock quality and a volume imbalance in some sectors. There was also a growing sense that some buyers were holding back, preferring to wait for potentially better quality vehicles to come along in subsequent sales.

Driven by the natural ebb and flow of used stock entering the market, we fully expect the current shift in market sentiment to be temporary. The new LCV registration figures for the September plate change suggests a plentiful supply of fresh stock from de-fleets and part exchanges is on its way, but as always, there is a time lag before they reach the used LCV wholesale market.

Damaged stock – what a difference a month makes!

In our last edition, we reported that fewer concerns had been raised by auction officials regarding used stock quality. Given that vehicle damage tends to be more prevalent in higher mileage stock, some of this improvement was attributed to adjustments we had made to mileage depreciation rates, allowing vendors to set more realistic reserve prices and making them easier to sell.

Recent concerns over used stock quality appear to have triggered the return of a two-tier market, similar to that seen earlier this year. This is clearly evident in our research data, which shows a significant divide in price performance.

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Buyers are highly selective, actively bidding up to or beyond guide values for premium stock, while vendors are forced to let the less desirable stock go for well below the guide values.

Auction officials continue to advise vendors and ourselves that trade buyers are placing increasing importance on documented evidence that servicing has been carried out in accordance with the manufacturer's recommendations. This is particularly relevant for vehicles still covered by an unexpired portion of the manufacturer's warranty, as warranty cover can typically only be transferred to a subsequent owner where the prescribed service schedule has been fully adhered to. Whilst this message applies to all vehicles it is particularly noteworthy for vehicles fitted with 'wet' timing belts.

Rising diesel prices driving increased demand for used BEVs (battery electric vans)

Increasingly aware of their vulnerability regarding the diesel fuel price hikes seen in recent weeks, operator demand for used BEVs continues to gain momentum. However, retail buyer expectations over bodywork condition and battery degradation are high on their list of concerns. Consequently, given the notoriously long lead times for body repairs, shortages of spare parts for some models, and worry over battery condition, trade buyers are deeply cautious when bidding.

Some auction houses report that BEV models in lower grade condition are proving extremely difficult to sell unless realistic reserve prices are set. Several examples appeared in our research data last month that achieved around 50% of their guide prices. Similarly, vehicles with battery condition tests showing less than 90% of their original capacity are near impossible to sell.

How colour affects used LCV values

White remains the most popular colour choice for commercial fleet operators, taking between 50% to 60% of all new LCV sales. Apart from it being the cheapest factory paint option, white is the ideal blank canvas for company livery and vinyl wraps. White also reflects sunlight, lowering cab and load area cooling costs during the summer months, making it the ideal choice for temperature controlled delivery vehicles. Whilst bespoke corporate colours can help to promote the company brand, this is sometimes at the expense of the used market price. Most manufacturers now offer a wide range of both solid and metallic colours aimed at SMEs and independent tradesmen for business and personal use.

The chart opposite, which is derived from this month's research data, shows the sector market share and price performance against the CAP Average guide prices for the most popular LCV sectors.

	Small Van		Medium Van		Large Van		All Terrain Work		All Terrain Life		BEV	
Colour	Sector Share %	% CAP Avg	Sector Share %	% CAP Avg	Sector Share %	% CAP Avg	Sector Share %	% CAP Avg	Sector Share %	% CAP Avg	Sector Share %	% CAP Avg
Black	4.8%	103.2%	7.1%	102.1%	1.4%	90.7%	23.7%	97.4%	26.3%	98.3%	5.8%	105.0%
Blue	6.7%	96.5%	3.7%	101.5%	2.7%	115.0%	3.6%	96.0%	7.0%	97.5%	3.3%	93.6%
Brown			0.0%	96.1%	0.1%	104.7%	2.2%	100.6%	1.4%	98.8%		
Gold									0.1%	114.6%		
Green	0.1%	77.5%	0.3%	111.2%	0.0%	155.6%	3.2%	97.4%	0.5%	104.3%	0.2%	80.4%
Grey	9.8%	104.8%	14.0%	102.2%	4.0%	114.2%	11.8%	99.5%	26.3%	98.9%	18.6%	96.7%
Orange	0.1%	62.7%	0.4%	108.6%			5.7%	119.7%	3.8%	100.2%	0.1%	94.1%
Purple	0.1%	169.0%	0.0%	104.7%	0.0%	97.0%						
Red	1.4%	91.6%	1.0%	91.8%	2.0%	98.9%	2.2%	128.6%	4.3%	100.5%	2.6%	74.6%
Silver	3.7%	110.4%	8.5%	97.5%	6.3%	105.0%	5.4%	98.9%	8.8%	100.8%	4.1%	84.5%
White	57.1%	94.4%	46.0%	93.9%	66.7%	96.0%	39.1%	107.0%	17.7%	94.9%	65.3%	100.0%
Yellow			0.2%	92.2%	0.1%	62.3%			0.3%	103.3%		

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Guide price changes in this edition

LCV Sector	3Yr60k	Overall
Micro Van		-1.2%
City Van	-2.0%	-2.1%
Small Van	-2.0%	-2.1%
Medium Van	-2.2%	-1.9%
Large Van	-2.6%	-2.7%
E City Van		0.0%
E Small Van	3.1%	3.1%
E Medium Van	1.2%	1.0%
E Large Van	-0.6%	-0.4%
E Chassis - Derived	-1.0%	-1.0%
E 4x4 Pick-up Lifestyle SUV	2.7%	1.2%
E Mini-bus		-1.0%
E Vat Qualifying	2.6%	1.7%
Over 3.5T	-2.0%	-2.0%
All Terrain Workhorse	-0.7%	-0.8%
Forward Control Vehicle	-1.0%	-1.0%
Chassis - Derived	-2.1%	-2.1%
All Terrain Lifestyle	-0.4%	-0.9%
Mini-bus	-1.0%	-1.0%
Vat Qualifying	-0.3%	-0.6%
Overall Average Movements	-1.9%	-1.9%

With guide price adjustments of -1.9% at 3 year / 60K and -1.9% overall for this edition, the movements we've made reflect a significant shift in current market conditions.

This chart, and those that follow below, are intended to give subscribers an 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.

Indicative guide price movements by fuel types

Fuel Types	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
Diesel	-2.1%	-2.0%	-2.2%	-2.2%	-2.3%
Electric	0.0%	-0.2%	0.1%	0.4%	0.3%
Petrol	-2.1%	-2.1%	-2.0%	-2.1%	-2.0%
Petrol Parallel PHEV	-1.9%	-2.1%	-2.8%		-1.0%
Petrol Series PHEV	-1.2%	-1.2%	-1.0%	-1.0%	-0.4%
Petrol/Electric Hybrid	-1.1%	-1.4%	-1.1%	-1.1%	

Indicative guide price movements BEV sector

BEV Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
E City Van	-1.0%			1.0%	1.0%
E Small Van	1.5%	2.3%	3.1%	4.3%	4.3%
E Medium Van	-0.2%	0.4%	1.3%	2.3%	4.2%
E Large Van	0.2%	-0.3%	-0.6%	-0.7%	-0.6%
E Chassis - Derived	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
E 4x4 Pick-up Lifestyle SUV	-0.1%	3.0%	2.7%	3.1%	
E Mini-bus	-1.0%	-1.0%			
E Vat Qualifying	2.7%	2.0%	2.6%	-1.1%	-1.0%

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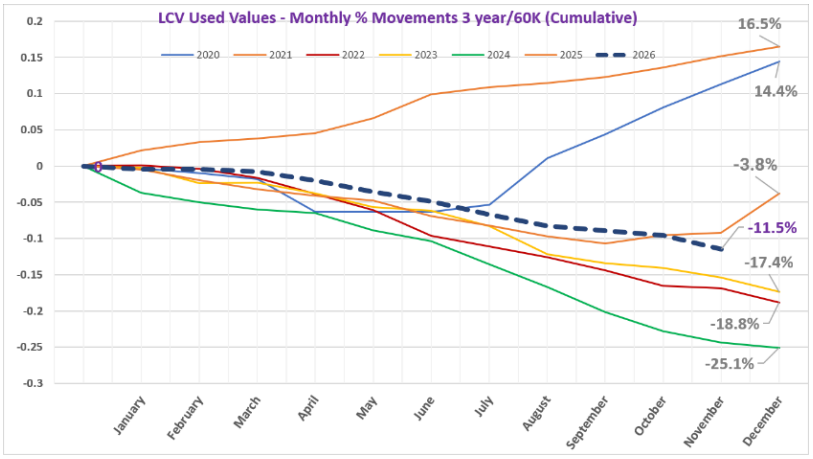
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Used light commercial vehicle cumulative guide price movements 3 years/60k (all LCV sectors)

The chart opposite highlights the sharp fluctuations in guide price movements between 2020 and 2026.

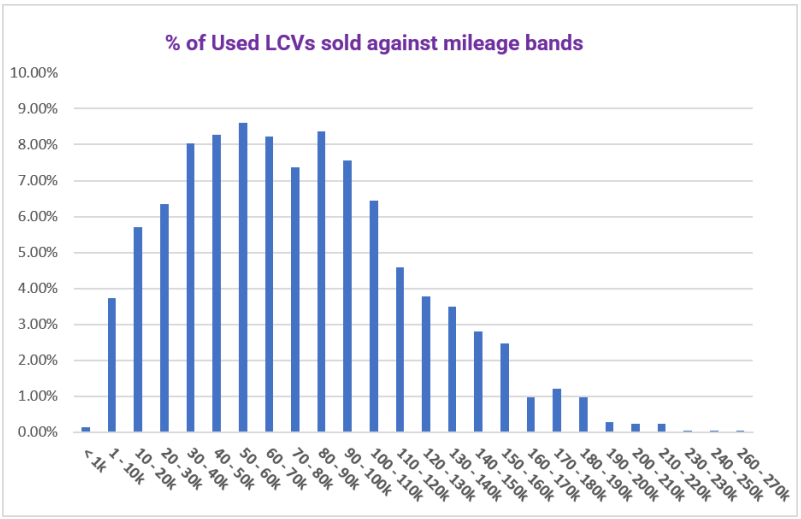
Prices peaked in 2020 and 2021 during the height of the pandemic, before declining to more sustainable levels by late 2023.

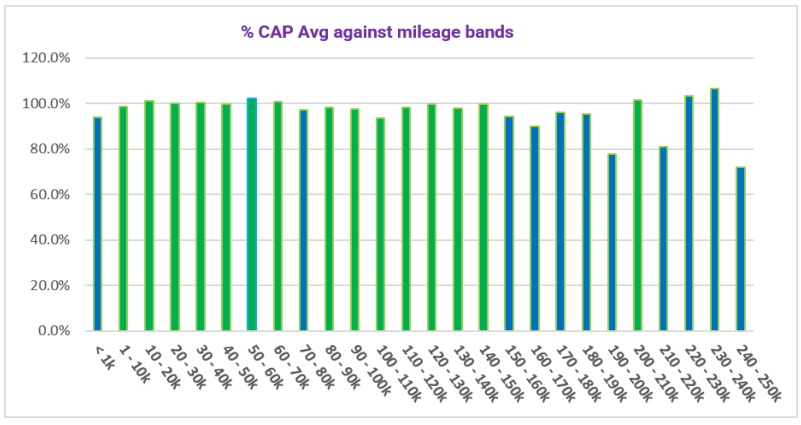
Represented by the dashed line, the cumulative downward movement so far in 2026 is -11.5%.



Analysis of guide price performance of higher mileage vehicles

The charts opposite are based on our August research data. They represent both the distribution of used LCVs sold across mileage bands from 1,000 up to 270,000 miles in the first chart, and the sales performance within each mileage band in the second chart. 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.





As this analysis shows, whilst the research data volume drops off dramatically at the higher mileage bands, only a relatively low number of sales records fall outside acceptable parameters. Those parameters being between 98% and 102% of CAP Average.

Anecdotal evidence from our meetings with trade contacts would suggest that, overall, the guide values are more accurate than ever at the higher mileage points. However, we are well aware of how volatile the market can be which is why mileage depreciation rates are under constant review across all sectors and model ranges.

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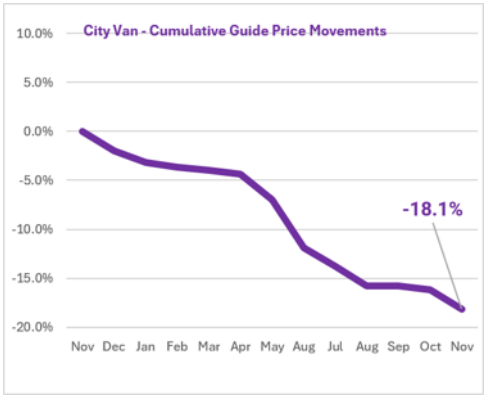
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Sectors – what you need to know

Best-selling City Vans by sales volume

41923 CORSAVAN DIESEL (2014 - 2018) - 1.3 CDTi 16V 95ps ecoTEC Van [Start/Stop] (17-18)
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)
45293 TRANSIT COURIER PETROL (2014 - 2023) - 1.0 EcoBoost Leader Van [6 Speed] (19-23)
41120 FIORINO CARGO DIESEL (2016 - 2024) - 1.3 16V Multijet Tecnico Van Start Stop (16-23)
42522 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Trend Van [6 Speed] (18-23)
42519 TRANSIT COURIER PETROL (2014 - 2023) - 1.0 EcoBoost Limited Van [6 Speed] (18-23)
45294 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Leader Van [6 Speed] (19-23)
30871 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Trend Van (14-18)
43638 FIESTA PETROL (2018 ----) - 1.0 Ecoboost 125 Sport Van (18-)

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT			-1.0%	-0.9%	-0.9%
FORD	-3.0%	-3.0%	-2.8%	-3.0%	-3.0%
TOYOTA	-1.1%	-1.4%	-1.1%	-1.1%	

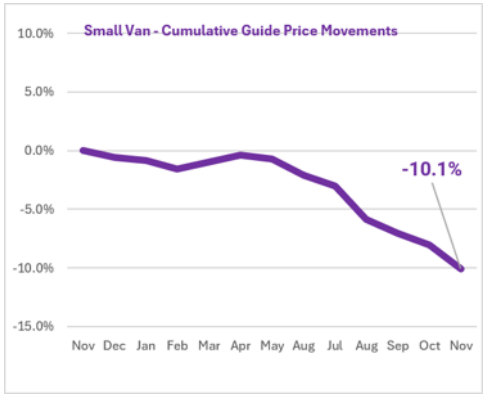


Best-selling Small Vans by sales volume

34775 CADDY MAXI C20 DIESEL (2015 - 2020) - 2.0 TDI BlueMotion Tech 102PS Startline Van (15-20)
56316 BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 1000Kg Enterprise Ed 100ps 6 Speed S/S (22-24)
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)
58101 PARTNER LONG DIESEL (2024 - 2026) - 1.5 BlueHDi 100 Asphalt Van (24-26)
56151 COMBO CARGO L1 DIESEL (2018 - 2024) - 2300 1.5 Turbo D 100ps H1 Pro Van (22-24)
42534 TRANSIT CONNECT 200 L1 DIESEL (2018 - 2021) - 1.5 EcoBlue 120ps Limited Van (18-21)
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)
58066 COMBO CARGO XL DIESEL (2023 ----) - 1.5 Turbo D 100ps Prime H1 Van (23-25)

Small van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-1.1%	-2.2%	-2.2%	-3.0%	-2.9%
FIAT	-1.0%	-1.0%	-1.0%	-2.1%	-2.9%
FORD	-1.6%	-1.2%	-1.3%	-1.0%	-1.0%
MERCEDES-BENZ	-4.0%	-3.9%	-4.1%		-4.2%
NISSAN	-4.0%	-3.9%	-4.0%	-4.1%	-4.0%
PEUGEOT	-1.6%	-1.8%	-1.9%	-2.1%	-1.9%
RENAULT	-1.0%	-1.0%	-1.0%	-1.0%	-0.9%
TOYOTA	-0.9%	-1.1%	-1.0%	-1.0%	-1.0%
VAUXHALL	-2.2%	-2.5%	-2.6%	-3.0%	-3.0%
VOLKSWAGEN	-3.0%	-3.0%	-2.9%	-3.0%	-3.0%



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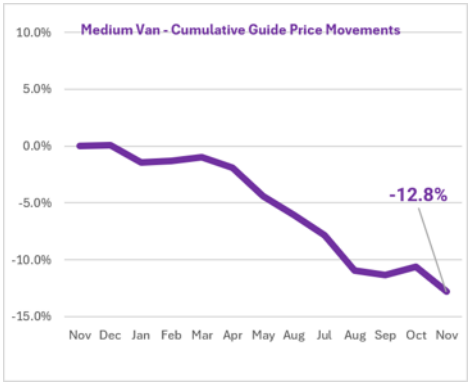
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Best-selling Medium Vans by sales volume

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)
57322	TRANSIT CUSTOM 280 L1 DIESEL FWD (2023 ----) - 2.0 EcoBlue 136ps H1 Van Limited (23-)
57331	TRANSIT CUSTOM 300 L1 DIESEL FWD (2023 - 2024) - 2.0 EcoBlue 136ps H1 Van Limited (23-24)
39597	EXPERT STANDARD DIESEL (2016 - 2024) - 1400 2.0 BlueHDi 120 Professional Van (16-21)
45851	VIVARO L2 DIESEL (2019 - 2024) - 2900 1.5d 100PS Dynamic H1 Van (19-22)
44449	TRANSIT CUSTOM 320 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 105ps Low Roof Leader Van (19-23)
44446	TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 105ps Low Roof Leader Van (19-23)
56177	VIVARO L1 DIESEL (2019 - 2024) - 2900 1.5d 100PS Prime H1 Van (22-24)

Medium van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-3.8%	-2.2%	-2.2%	-0.9%	-1.0%
FIAT	-4.1%	-4.6%	-2.8%	-3.2%	-1.1%
FORD	-1.5%	-2.7%	-1.8%	-1.0%	-1.0%
MAXUS	-1.1%	-1.1%			
MERCEDES-BENZ	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%
NISSAN	-1.6%	-1.3%	0.9%	1.0%	1.0%
PEUGEOT	-3.7%	-2.2%	-2.3%	-1.1%	-1.0%
RENAULT	-4.0%	-3.9%	-4.0%	-4.0%	-4.0%
RENAULT TRUCKS UK	-4.0%	-4.0%	-4.0%	-4.0%	0.0%
TOYOTA	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
VAUXHALL	-3.3%	-2.2%	-1.8%	-1.0%	-1.0%
VOLKSWAGEN	-3.3%	-3.0%	-2.9%	-3.0%	-3.0%

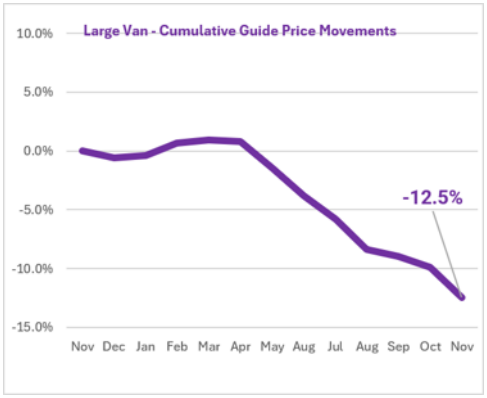


Best-selling Large Vans by sales volume

37861	TRANSIT 350 L2 DIESEL FWD (2014 - 2019) - 2.0 TDCi 130ps H3 Van (16-19)
44606	TRANSIT 350 L3 DIESEL RWD (2019 ----) - 2.0 EcoBlue 130ps H3 Leader Van (19-24)
55899	DELIVER 9 LWB DIESEL FWD (2020 - 2024) - 2.0 D20 150 High Roof Van (21-24)
44591	TRANSIT 350 L3 DIESEL FWD (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)
44585	TRANSIT 350 L3 DIESEL FWD (2019 ----) - 2.0 EcoBlue 130ps H2 Leader Van (19-24)
56444	RELAY 35 L2 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)
44636	TRANSIT 350 L3 DIESEL FWD (2019 ----) - 2.0 EcoBlue 130ps H2 Trend Van (19-24)
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	-0.9%	-1.0%	-1.0%	-1.0%	-1.0%
FIAT	-1.7%	-4.1%	-4.7%	-4.9%	-4.9%
FORD	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
IVECO	-5.0%	-5.0%	-4.9%	-4.9%	-5.0%
MAN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
MAXUS	-2.9%	-3.4%	-3.9%	-3.8%	-3.9%
MERCEDES-BENZ	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%
NISSAN	-1.2%	-2.3%	-3.0%	-3.0%	-3.0%
PEUGEOT	-1.8%	-2.1%	-2.1%	-3.0%	-3.0%
RENAULT	-1.6%	-2.0%	-3.0%	-2.9%	-2.9%
RENAULT TRUCKS UK	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
TOYOTA	-1.0%	-1.1%			
VAUXHALL	-2.1%	-2.2%	-2.4%	-3.0%	-3.0%
VOLKSWAGEN	-1.0%	0.0%	-0.4%	-2.3%	-2.3%



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Best-selling All Terrain Lifestyle/SUV by sales volume

56276	RANGER DIESEL (2022 ----) - Pick Up Double Cab Wildtrak 2.0 EcoBlue 205 Auto (22-26)
44067	RANGER DIESEL (2019 - 2022) - Pick Up Double Cab Wildtrak 2.0 EcoBlue 213 Auto (19-22)
35006	RANGER DIESEL (2015 - 2019) - Pick Up Double Cab Wildtrak 3.2 TDCi 200 Auto (15-19)
49099	HILUX DIESEL (2020 ----) - Invincible X D/Cab Pick Up 2.8 D-4D Auto (20-24)
45402	NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 TT 4WD Auto (19-22)
39511	NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 4WD Auto (16-19)
35285	L200 DIESEL (2015 - 2019) - Double Cab DI-D 178 Barbarian 4WD Auto (15-19)
35284	L200 DIESEL (2015 - 2019) - Double Cab DI-D 178 Barbarian 4WD (15-19)
57529	RANGER DIESEL (2022 ----) - Pick Up Double Cab Tremor 2.0 EcoBlue 205 Auto (23-26)
51388	HILUX DIESEL (2020 ----) - Icon D/Cab Pick Up 2.4 D-4D Auto (20-24)

All Terrain Life/SUV- guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT					-3.0%
FORD	-2.0%	-2.0%	-1.9%	-1.4%	-1.0%
GWM	-2.8%				
ISUZU	0.7%	2.0%	1.9%	2.0%	1.9%
KGM	-3.1%	-3.0%			
MAXUS	-0.7%	-0.8%			
MERCEDES-BENZ					-3.0%
MITSUBISHI			0.0%		-1.0%
NISSAN				-2.9%	-3.0%
SSANGYONG	0.0%	-2.9%	-3.0%	-2.9%	-3.0%
TOYOTA	0.0%	0.0%	0.0%	0.0%	-0.3%
VOLKSWAGEN	0.0%	0.0%	0.0%		

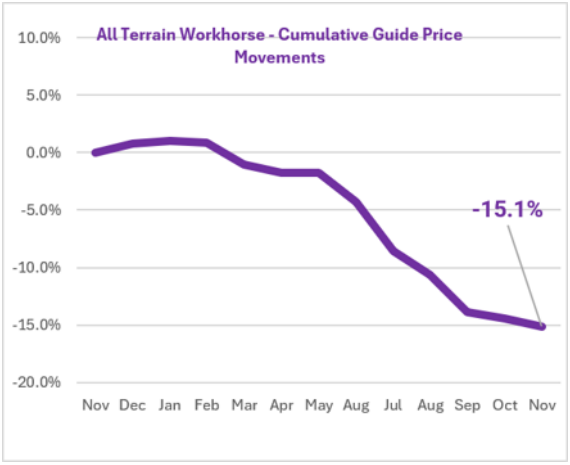


Best-selling All Terrain Workhorse by sales volume

51383	HILUX DIESEL (2020 ----) - Active D/Cab Pick Up 2.4 D-4D (20-24)
60941	DEFENDER 90 DIESEL (2020 ----) - 3.0 D350 Hard Top X-Dynamic HSE Auto [3 Seat] (24-)
38351	HILUX DIESEL (2016 - 2020) - Active D/Cab Pick Up 2.4 D-4D (16-20)
38349	HILUX DIESEL (2016 - 2020) - Active Extra Cab Pick Up 2.4 D-4D (16-20)
41605	D-MAX DIESEL (2017 - 2020) - 1.9 Extended Cab 4x4 (17-20)
60937	DEFENDER 90 DIESEL (2020 ----) - 3.0 D250 Hard Top X-Dynamic HSE Auto [3 Seat] (24-)
24963	D-MAX DIESEL (2012 - 2017) - 2.5TD Double Cab 4x4 (12-17)
57481	DISCOVERY DIESEL (2020 ----) - 3.0 D300 Dynamic HSE Commercial Auto (23-24)
51518	D-MAX DIESEL (2020 - 2025) - 1.9 Utility Double Cab 4x4 (20-25)
41604	D-MAX DIESEL (2017 - 2020) - 1.9 Single Cab 4x4 (17-20)

All Terrain Workhorse - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
DACIA	-1.1%	-1.0%	-1.1%	-1.0%	-0.8%
FORD	-3.0%	-3.1%	-2.8%	-2.8%	-3.0%
INEOS	-1.0%	-1.0%			
ISUZU	0.9%	2.0%	1.9%	2.0%	1.9%
KGM	-1.0%				
LAND ROVER	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
MITSUBISHI					-3.4%
NISSAN				-0.9%	-1.0%
SUZUKI		-1.2%	-1.4%	-1.1%	-1.0%
TOYOTA	-1.7%	-0.9%	-1.0%	-1.0%	-1.0%



Ken Brown
LCV Valuations Editor

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2026



November 2026

HGV Market Overview

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HGV Market Overview

Although there was a small decrease in truck auction entries, sales also decreased a little but as stock is lower, sales prices for some types have increased. Trailer entries increased whilst sales fell slightly, but sales are comparable to last year and often there is a pickup in trade as we prepare for the Christmas period.

Plenty of fresh stock has been available, which certainly helps, as it generally creates good interest, especially late registered low mileage vehicles which remain sought after and especially so if it is something different to the normal fare.

Whilst the domestic market for used trucks is a diminishing one, it has not diminished to the extent that current trade is affected. Current low stocks and steady sales manifests itself in rising values. This has been occurring throughout the year and whilst we keep seeing more values increasing, any significant increase in stock could quickly turn fortunes, allowing values to decline.

Some early Euro 6 vehicles are being shunned with the preference being for newer ones, and whilst newer vehicles may be holding value, values of some older ones are starting to drift.

It is now do or die time for procuring stock as we enter the final run into the Christmas period. If stock continues to move it bodes well for the rest of the year as far as values are concerned.

If the traditional de-fleets occur as usual in January and February, the market could be blessed with increased stock at a time of year when sales often struggle, so let's keep our fingers crossed for a strong end to 2026 and wish for continued lower stocks early in 2027.

Dealers report that trade remains a little uncertain and some are reducing their stocks as an effort to mitigate against potential de-fleets early next year which could adversely affect the values of the vehicles they hold.

Used truck & trailer statistics

Over the last month the average number of truck entries at auctions decreased by 6.1%, whilst the number of on-the-day sales fell by 2.3%. Sales were 4.9% higher than in October 2025 when the average number of entries per auction was 31.8% more than this year.

Trailer entries increased by 14.7% last month whilst sales decreased by 3.1%. Sales were 3.1% less than last October when the average number of entries was 2.6% more than this year.

Over the previous month the number of vehicles under seven years of age increased by 0.4%, whilst those over nine years old decreased by 0.5%. Trailers saw a decrease of 1/8% in those under seven years of age and those over nine-year-old decreased by 0.1%.

The above statistics are based on six auctions and 765 total truck and trailer lots offered up to and including the 19th October, 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.

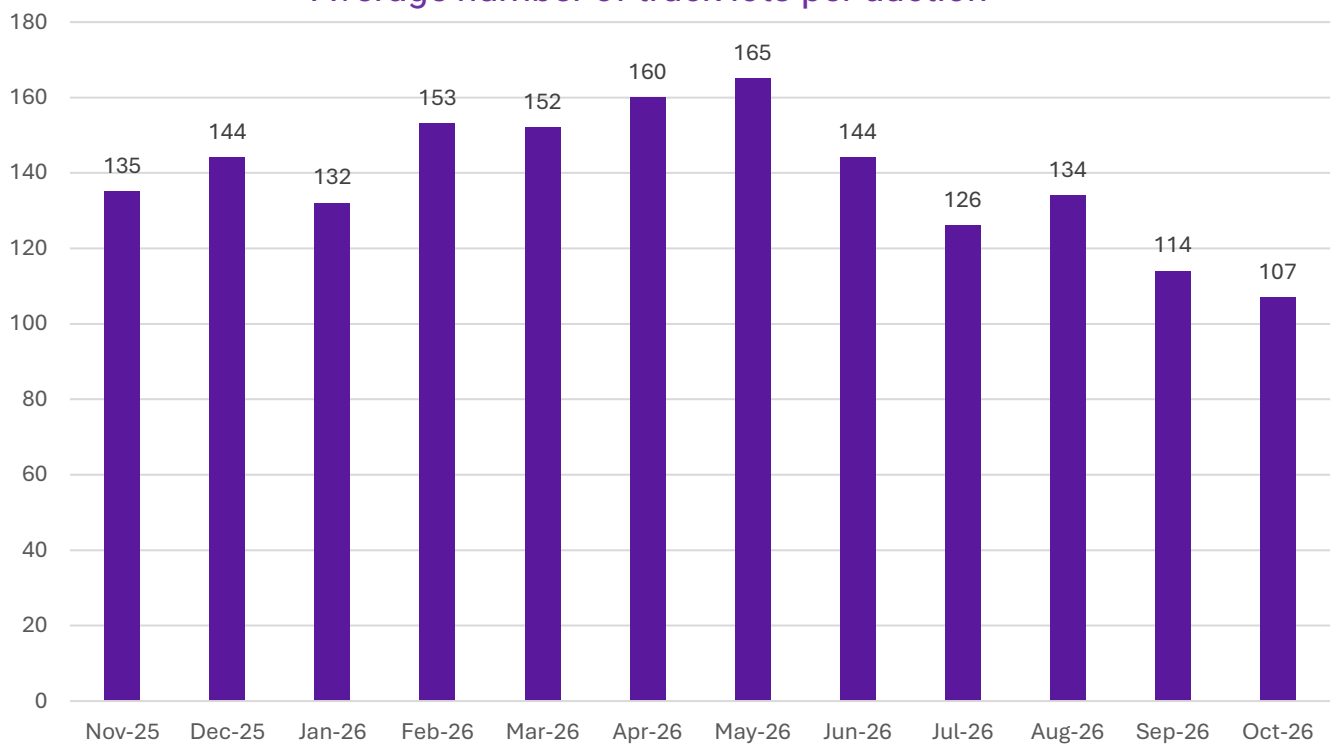
The following two graphs illustrate the average number of truck lots which have been available at auctions each month followed by the average number of truck sales as a percentage of the average number of truck lots.

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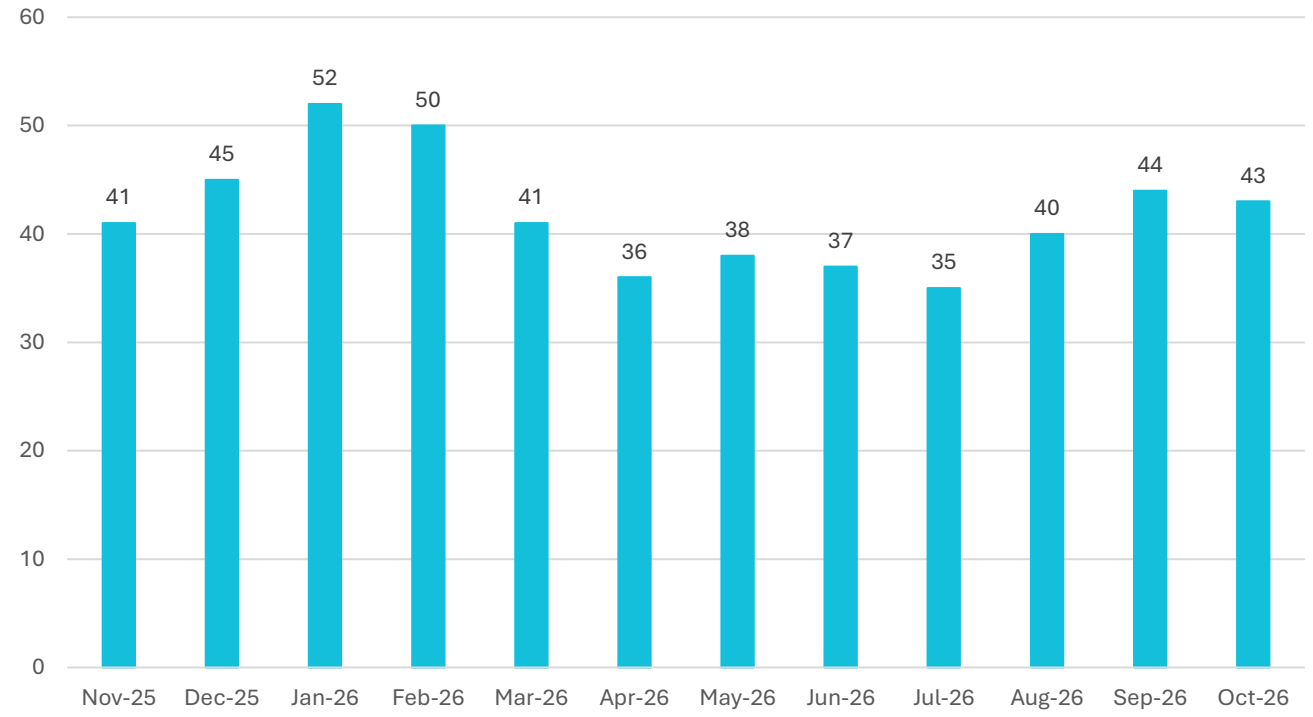
Commercial Editorial

By cap hpi

Average number of truck lots per auction



Trucks - Average sales %



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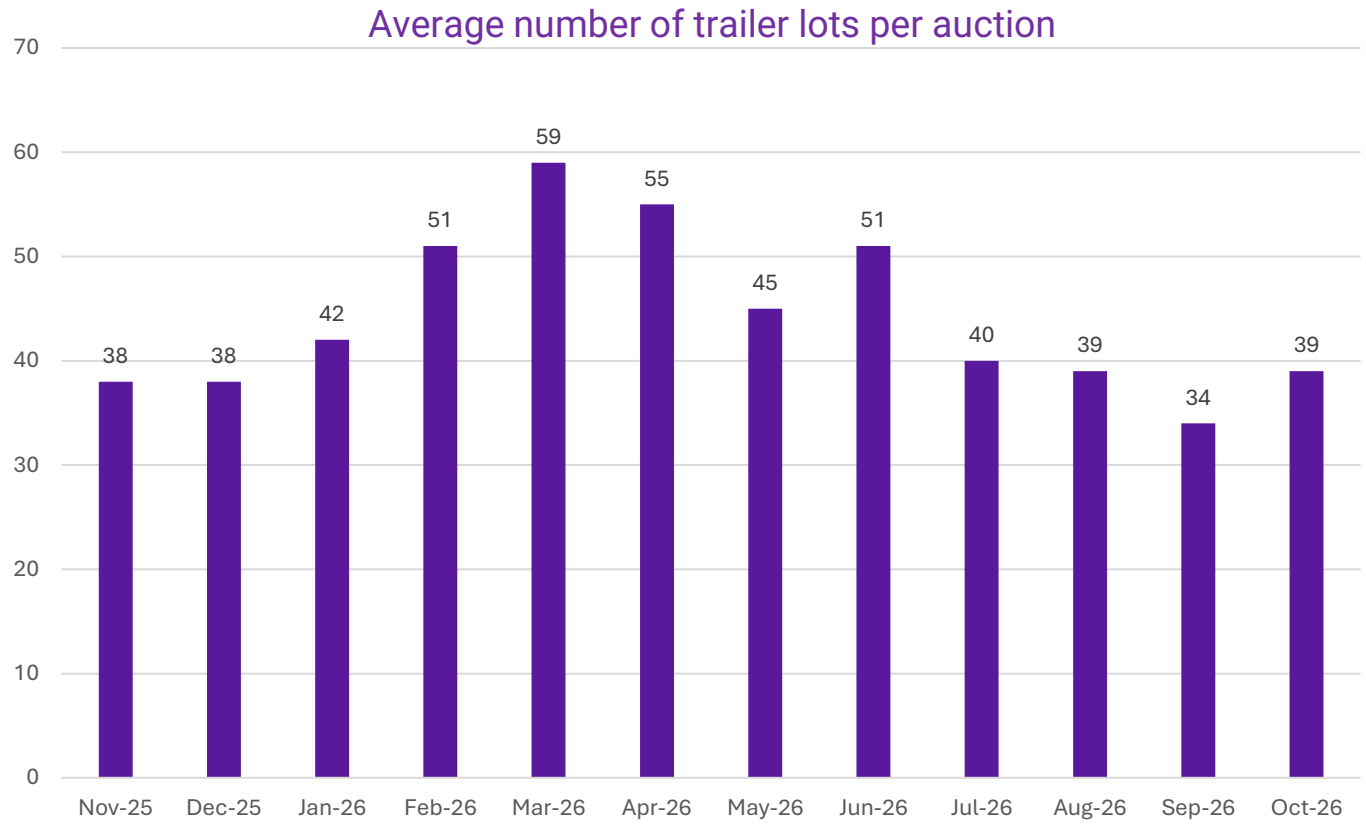
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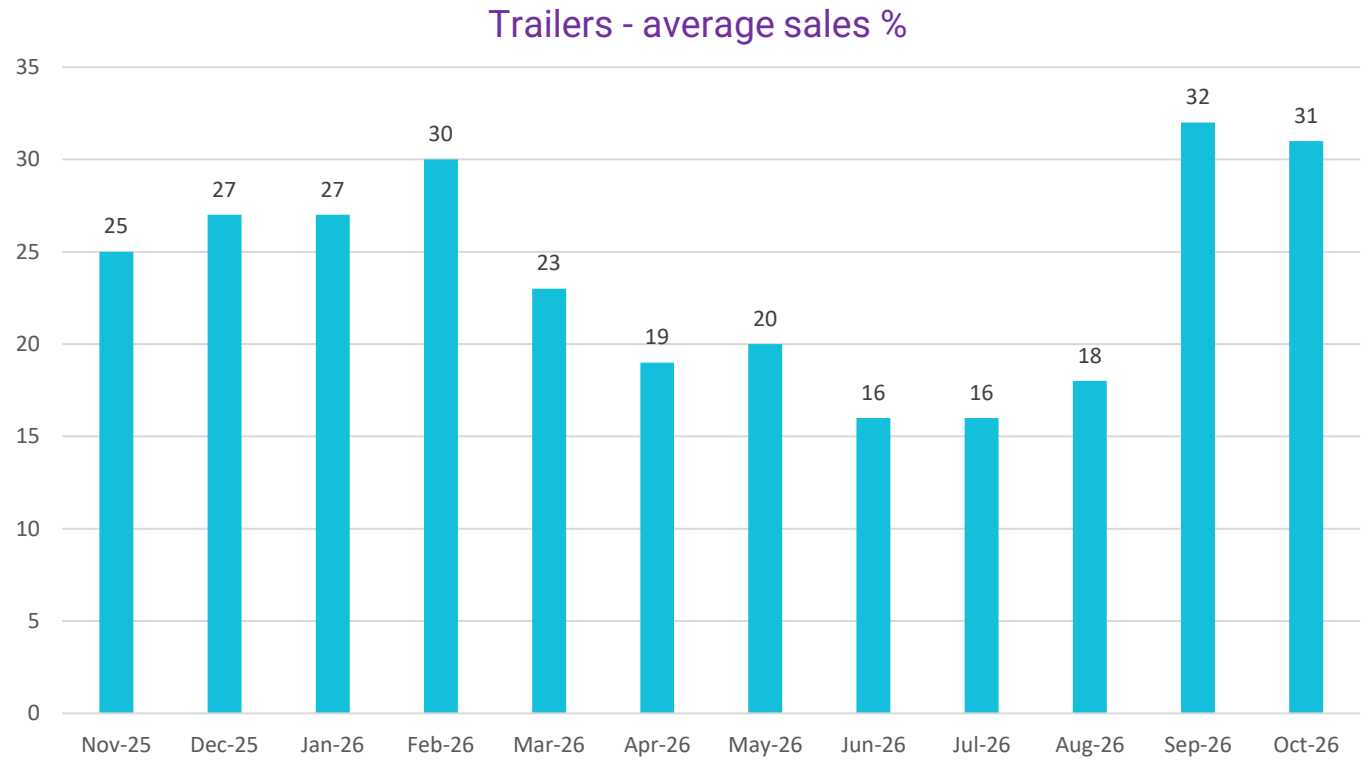
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Commercial Editorial

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





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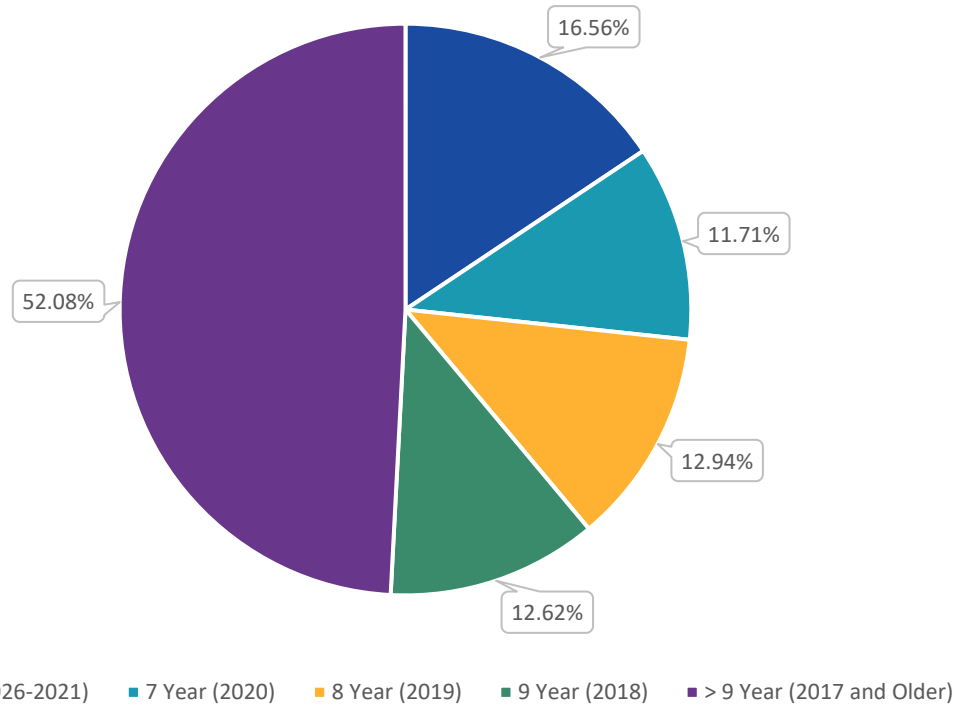
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Commercial Editorial

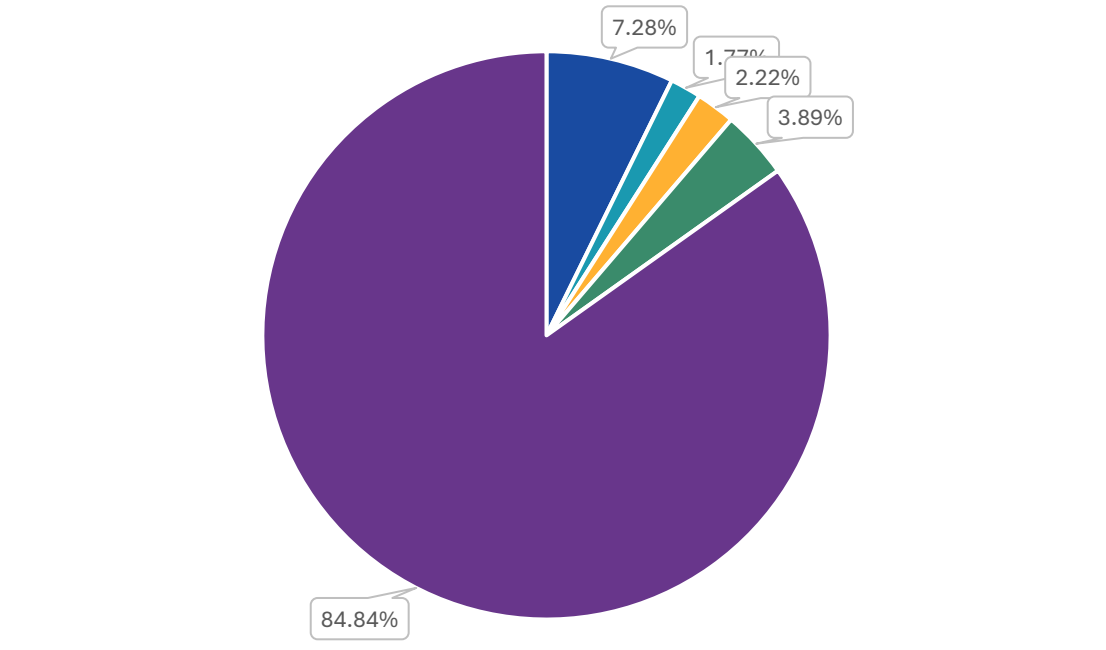
By cap hpi

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

Truck auction lots by age



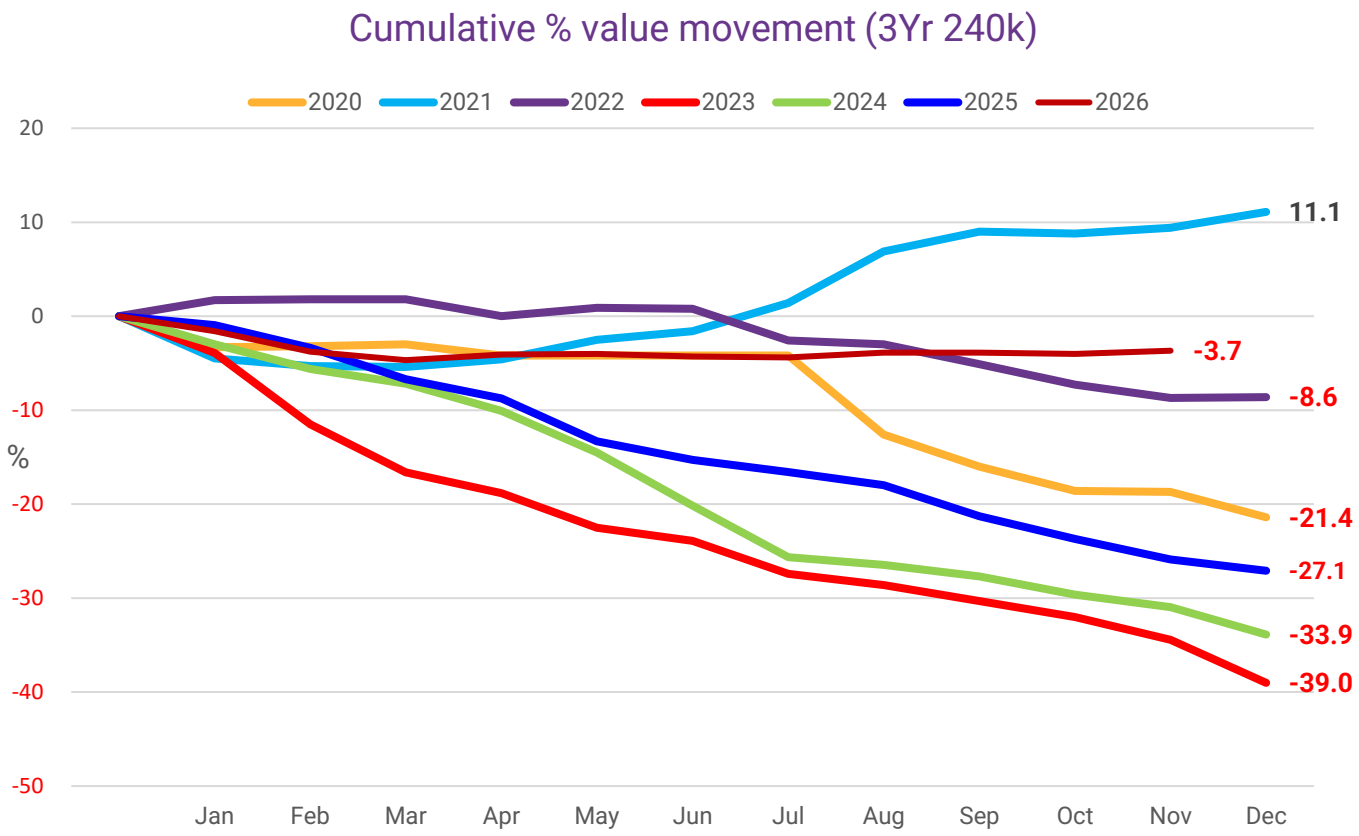
Trailer auction lots by age



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

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



Sector Summary

7.5t to 12t vehicles - Euro 6

- A respectable number of values have increased this month with just a couple of negative value movements to record.

Late 7.5 tonne stock is not so plentiful at present, but boxes are easy to find whilst later curtains and fridges are relatively scarce at present, so the values of some variants are rising. The number of tippers seems to have abated a little too, which is good news as we are approaching that time of the year when the sales of such vehicles tend to suffer.

By comparison older stock appears to be more numerous but they are selling, and their values are holding steady at present. That said, high mileage, untidy or damaged vehicles continue to struggle to find new homes, and they will continue to do so for the near future.

The best opportunity for disposing of vehicles is before Christmas so a failure to sell in the next few weeks may signify that they have a limited opportunity of realising any realistic value when post-Christmas de-fleets could swell auction stocks.

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Pole erection units and pole carriers on 12 tonne Iveco Eurocargo and Mercedes-Benz Atego, all under four years old, continue to appear at auction. When these first started appearing in spring, values paid were considerable, but as volume has increased offers being made are 25-30% of what they were selling for several months ago.

23 plate Iveco Eurocargo ML120E21S pole erection units are currently selling for around £30,000, whilst 73 plate Mercedes-Benz 816 pole carriers with cranes are achieving around £22,000.

Car transporters continue to provoke interest as was the case with some 12 tonne Renault Midlum tilt and slides and 7.5t Isuzu double-deckers.

13t to 18t vehicles - Euro 6

- Just a few negative value changes with a greater number of positive movements, but most values are unchanged.

The values of most types remain stable even as stocks increase but sales are free flowing and vendors will be happy with some recent sales results. Some vendors still aspire achieving high returns and are often setting the reserve values a little too high.

The constant flow of DAF LF Fridges of up to seven years of age has abated a little. Skips are also readily available on a number of chassis, but sales are slow even for the late registered examples. Several 21 plate examples were available on DAF chassis which generated little interest, with just a couple finding buyers.

Crash cushion vehicles also continue to crop up regularly and most are now selling at the first attempt which is due to realistic reserve values placed upon them.

Sweepers have increased in number recently, but many have struggled to find buyers. One that did was a left-hand drive 15 tonne 21 plate DAF FA LF230 with Bucher body and 53,000 kilometres which sold for £44,000.

Multi-wheelers - Euro 6

- Values of all late registered derivative three axle vehicles remain steady despite a slight increase in volume, whereas, apart from a couple of value adjustments four axle types remain steady.

The good number of 8x4 tippers available would normally adversely affect values but currently most values are holding firm as many are finding new homes. Those fitted with grabs continue to be in high demand and usually provoke strong interest when they appear at auction.

Beavertails are usually sought after and amongst those sold recently was an 18 plate Volvo FM460 8x2 with Globetrotter cab, PM 50P crane and 154,000 kilometres which sold for £100,000.

Tractor units - Euro 6

- 6x2's have seen a couple of negative movements, outnumbered by positive movements although many values remain stable.
  Values of most 4x2's remain unchanged.

4x2 values, which have been strong for a good while, remain so, the exception being DAF XF which have seen values decline due to a recent glut of them in the market.

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6x2 tractor units remain numerous, but apart from a couple of models which have seen values fall, most have seen values stay the same, or increase, as sales continue to flow as quickly as fresh stock appears. Whether this will continue is unknown and could be compromised by surplus vehicles arriving in the market after Christmas.

Trailers

- Other than double deck boxes which have declined in value, most values remain steady and, in some cases, have seen a modest increase.

The number of skeletals in the market has suddenly increased. Recently penny numbers have been available with the tidiest examples selling well. Increased volume, (including some stacks of three), have seen values start to struggle a little, whilst the opposite has happened to platforms which are currently less numerous, along with boxes.

Values of other types have remained steady. Despite a slight increase in the number of trailers, sales continue to be occurring, and one hopes this continues to be the case into the new year.

Pick of the specialist trailers recently was a 2018 Broshuis four axle extendable machinery carrier which sold for £41,000.

Rob Smith
HGV Valuations Editor

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