

October 2022

# LCV market overview

## New LCV registrations year-to-date – down by 24.2%

According to the latest figures from the SMMT, 178,626 new LCVs have been registered so far in 2022. That's 57,075 (-24.2%) fewer than were registered during the same period in 2021.

Compared to the pre-pandemic (2016-2019) year-to-date average of 230,742 registrations, they are down by 22.6% (52,116 units).

The following chart shows both the full-year and year-to-date new LCV registration figures for 2016 to 2021 and the year-to-date figure for 2022 for comparison purposes. Any references made in this editorial to pre-pandemic averages refer to the years 2016-2019.

### New LCV Registrations

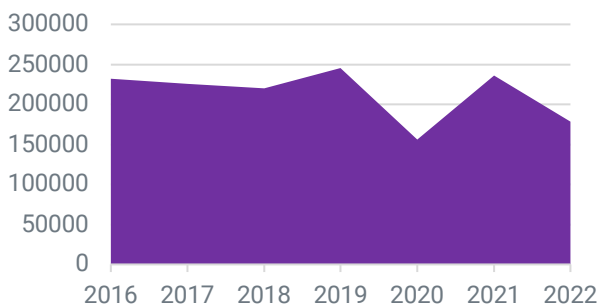


Source: SMMT

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### New LCV Registrations



As we enter Quarter 4, with only 12 weeks to go before year-end, it seems the die is cast and there will be a significant deficit in new LCV registrations compared to last year and the pre-pandemic years.

Already the used LCV wholesale market is likely to face a shortage of 3-year-old stock during 2023 assuming current demand levels persist. Similar used LCV stock shortages will likely be experienced in 2025.

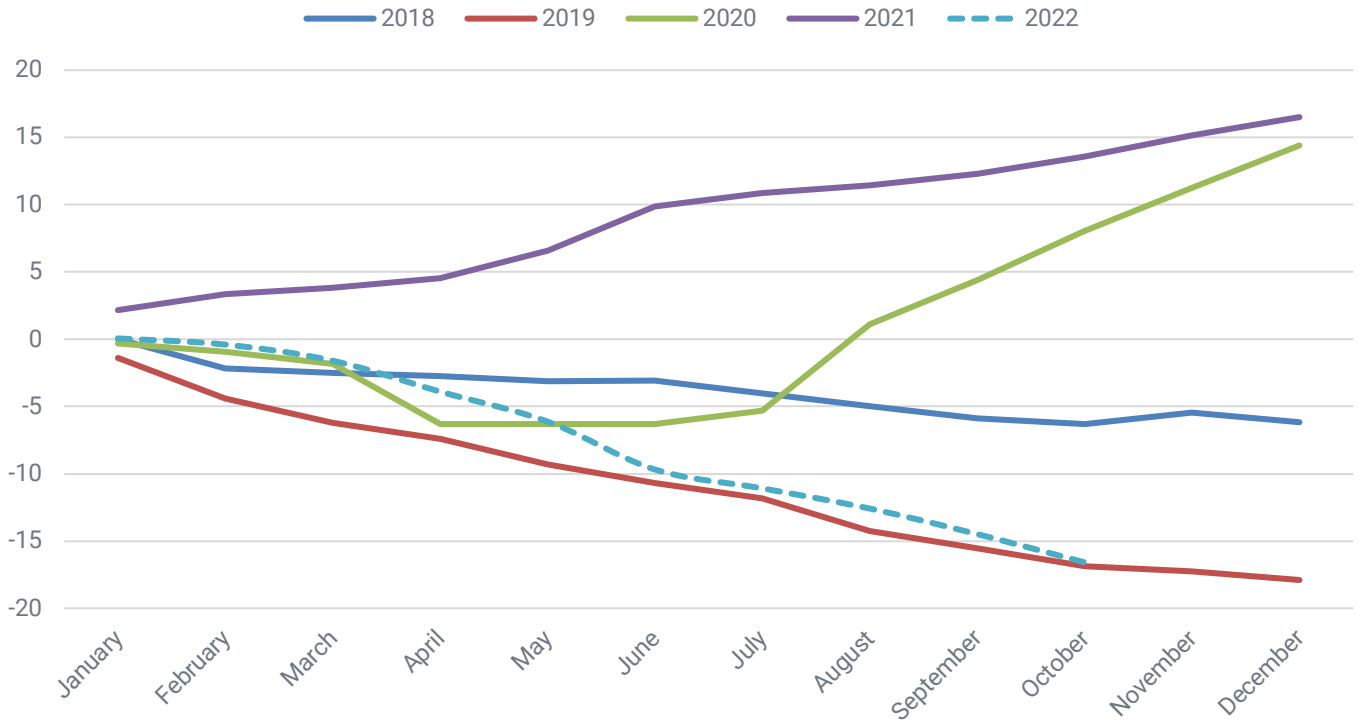
# Commercial editorial

By cap hpi

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

The chart below illustrates how the average used LCV guide prices at 3 years / 60000 miles have changed, cumulatively, in percentage terms, over the year so far. For comparison purposes, the chart also shows the historic, cumulative, guide price movements for the pre-pandemic years 2018-2019.

### LCV Used Values - Monthly % Movements (Cumulative)



Excludes plate uplifts

In the above chart, the blue and red trend lines representing 2018 and 2019 depict how the value of a 3-year-old/60,000-mile vehicle would typically depreciate over a year, based upon several factors, such as volume of used LCV stock in the market, economic pressures, normal vehicle ageing and seasonality.

The green and purple trend lines show us that market prices increased month after month during 2020 and 2021. This of course coincides with the Covid-19 pandemic and the effect it had on used LCV stock availability.

The dotted turquoise trend line, representing 2022, indicates that the average market price for all LCVs has steadily fallen month on month. On average and across all LCV sectors market prices have fallen by 16.59% year to date.

# Commercial editorial

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## Research data – sector market share trends

This table shows how the monthly sales transaction data we collect is broken down into the various LCV sectors.

Due to the large amount of data represented in this table, subtle percentage variances can amount to a significant number of sales transactions.

| LCV Sector                | Jul-22 | Aug-22 | Sep-22 |
|---------------------------|--------|--------|--------|
| City Van                  | 2.45%  | 3.00%  | 3.7%   |
| Small Van                 | 22.83% | 21.70% | 20.9%  |
| Medium Van                | 35.52% | 33.20% | 33.9%  |
| Large Van                 | 14.51% | 15.10% | 15.6%  |
| Over 3.5T                 | 0.43%  | 0.70%  | 0.5%   |
| 4x4 Pick-up Workhorse     | 2.06%  | 2.50%  | 1.9%   |
| 4x4 Pick-up Lifestyle SUV | 13.17% | 15.00% | 14.6%  |
| Forward Control Vehicle   | 0.05%  | 0.20%  | 0.2%   |
| Chassis - Derived         | 6.15%  | 5.40%  | 5.2%   |
| Mini-bus                  | 0.38%  | 0.40%  | 0.5%   |
| Vat Qualifying            | 2.46%  | 2.80%  | 3.1%   |

## Overall average guide price movements in this edition

Based on the average price that trade buyers are paying for vehicles in the open market, the average guide price movement we have made in this edition, across all LCV sectors at 3 years 60,000 miles, is 2.1%.

## Indicative guide price movements by sector

The following tables illustrate, in percentage terms, the average price movements made in each sector for a range of registration plates and mileage breakpoints. They are intended to give a feel of how the market has changed between editions of the guide. Individual models may have moved differently so you should always consult the guide for precise details of any changes we have made. Blank spaces in all of the following tables indicate that a particular model is not available at that age and mileage, whereas a zero percentage means the guide price has not been changed in this edition.

| Sector                    | 1Yr20k | 2Yr40k | 3Yr60k | 4Yr80k | 5Yr100k |
|---------------------------|--------|--------|--------|--------|---------|
| City Van                  | -1.2%  | -1.6%  | -2.3%  | -2.4%  | -3.1%   |
| Small Van                 | -0.9%  | -0.7%  | -0.9%  | -0.9%  | -1.0%   |
| Medium Van                | -0.6%  | -0.5%  | -0.5%  | -0.7%  | -0.5%   |
| Large Van                 | -2.6%  | -2.6%  | -2.6%  | -2.8%  | -2.7%   |
| Over 3.5T                 | -3.2%  | -3.1%  | -3.1%  | -2.6%  | -2.4%   |
| 4x4 Pick-up Workhorse     | -0.3%  | -0.7%  | -1.0%  | -0.7%  | -0.3%   |
| Forward Control Vehicle   | -3.0%  | -3.3%  | -3.3%  | -3.4%  | -3.3%   |
| Chassis - Derived         | -3.0%  | -2.8%  | -2.7%  | -2.4%  | -2.2%   |
| 4x4 Pick-up Lifestyle SUV | -1.0%  | -0.3%  | -0.3%  | -0.1%  | -0.4%   |
| Vat Qualifying            | 2.2%   | 3.3%   | 3.1%   | 2.1%   | 1.8%    |

# Commercial editorial

By cap hpi

## City vans - sector market shares by manufacturer

| Manufacturer | Market Share |
|--------------|--------------|
| FORD         | 58.62%       |
| VAUXHALL     | 17.87%       |
| PEUGEOT      | 8.46%        |
| CITROEN      | 7.52%        |
| FIAT         | 7.21%        |
| MINI         | 0.31%        |

Last month the sector market share for City Vans increased by 0.7% to 3.7%.

Whilst still dominating this sector, Ford's share decreased by 2.18% to 58.62%. Courier took just over 65% of Fords sold in this sector whilst Fiesta models took around 20%.

Vauxhall's share was up by 1.07%, with Corsavan accounting for 11.29% of sales and the ageing Astravan taking 6.58%.

Peugeot Bipper's share was down by 0.74% to 8.46%.

Peugeot, Citroen and Fiat jointly accounted for around 23.19% share of sales with Fiorino, Nemo and Bipper.

## Top 10 bestsellers – city vans

- 24229 BIPPER DIESEL (2008 - 2017) - 1.3 HDi 75 S [SLD] [non Start/Stop] (11-16)
- 30869 TRANSIT COURIER DIESEL (2014 ---) - 1.5 TDCi Van (14-18)
- 30871 TRANSIT COURIER DIESEL (2014 ---) - 1.5 TDCi Trend Van (14-18)
- 34795 BIPPER DIESEL (2008 - 2017) - 1.3 HDi 75 Professional [Nav] [non Start/Stop] (15-16)
- 14411 FIORINO CARGO DIESEL (2008 - 2016) - 1.3 16V Multijet Van (08-15)
- 34481 FIESTA DIESEL (2012 - 2017) - 1.5 TDCi Sport Van (15-17)
- 26324 FIESTA DIESEL (2012 - 2017) - 1.5 TDCi Van (12-17)
- 42524 TRANSIT COURIER DIESEL (2014 ---) - 1.5 TDCi 100ps Limited Van [6 Speed] (18-)
- 24228 BIPPER DIESEL (2008 - 2017) - 1.3 HDi 75 S [non Start/Stop] (11-15)
- 21886 CORSAVAN DIESEL (2011 - 2014) - 1.3 CDTi 16V 95ps ecoFLEX Van [Start/Stop] (11-14)

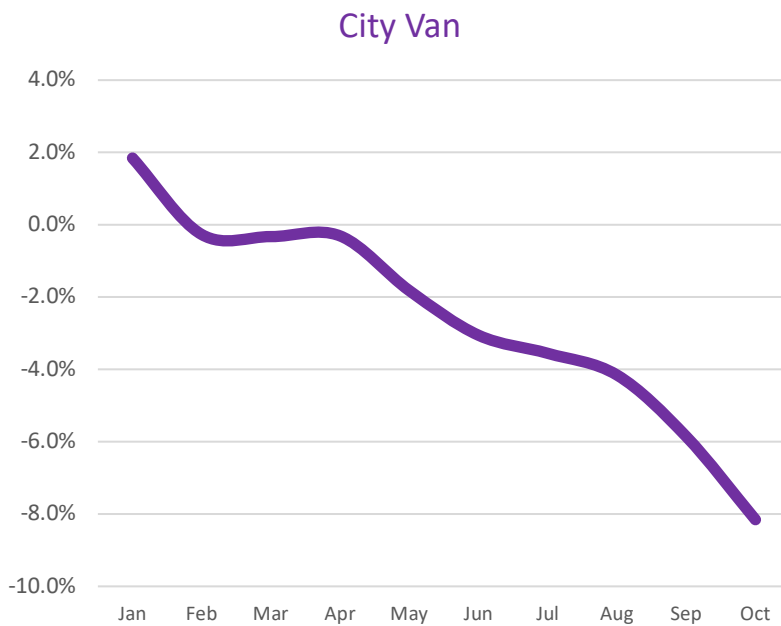
## City van - guide price adjustments by manufacturer

| Manufacturer | 1Yr20k | 2Yr40k | 3Yr60k | 4Yr80k | 5Yr100k |
|--------------|--------|--------|--------|--------|---------|
| CITROEN      |        |        |        |        | -5.0%   |
| FIAT         | -2.9%  | -3.0%  | -3.1%  | -3.0%  | -3.0%   |
| FORD         | 0.3%   | -0.5%  | -0.9%  | -1.7%  | -3.2%   |
| PEUGEOT      |        |        |        |        | -5.0%   |
| VAUXHALL     |        |        |        | 0.0%   | 0.0%    |

# Commercial editorial

By cap hpi

## Cumulative average guide price movements year-to-date (3year/3 years)



With a price performance of 96.2%, City Vans continued to underperform against the guide last month.

On average the guide prices have gone down by 2.3% in this edition. This is the largest average movement we've made to this sector so far this year.

The cumulative guide price movements we have made to this sector, year to date, is only 8.2%. This is less than we would normally expect for age depreciation, which is indicative of the strength of the market for City Vans.

We've made guide price changes to around 85% of the model ranges in this sector, details of the average percentage movements are listed below.

## City van model ranges - guide price movements by model range

CITROEN C2 (05-09) VAN (-2%)  
CITROEN NEMO (08-16) VAN (-5%)  
CITROEN NEMO (16-18) VAN (-5%)  
FIAT FIORINO (08-16) VAN (-3%)  
FIAT FIORINO E6 (16- ) VAN (-3%)  
FIAT GRANDE PUNTO (07-15) VAN (-2%)  
FORD COURIER (14- ) VAN (-4%)  
FORD FIESTA (18- ) VAN (5%)  
FORD FIESTA (21- ) VAN (5%)

MINI CLUBVAN (12-14) VAN (-2%)  
PEUGEOT 207 (07-08) PET VAN (-2%)  
PEUGEOT 207 (07-12) VAN (-2%)  
PEUGEOT BIPPER (08-17) VAN (-5%)  
PEUGEOT BIPPER (16-18) VAN (-5%)  
RENAULT CLIO (07-09) VAN (-2%)  
TOYOTA COROLLA (21- ) VAN (-2%)  
VAUXHALL ASTRAVAN (06-13) VAN (-3%)

# Commercial editorial

By cap hpi

## Small van - sector market shares by manufacturer

| Manufacturer  | Market Share |
|---------------|--------------|
| FORD          | 24.16%       |
| PEUGEOT       | 17.88%       |
| CITROEN       | 15.81%       |
| VOLKSWAGEN    | 15.30%       |
| VAUXHALL      | 9.81%        |
| FIAT          | 5.89%        |
| RENAULT       | 5.83%        |
| MERCEDES-BENZ | 3.08%        |
| NISSAN        | 2.19%        |
| TOYOTA        | 0.06%        |

Last month the overall sector market share for Small Van was down by 0.82% to 20.9%.

At 24.16%, Ford Connect's share of sector sales was down by 2.44% compared to last month.

Peugeot Partner's share was also down by 0.26% to 17.88% whilst stablemate Citroen Berlingo's share was down by 2.33% to 15.81%.

The combined market share of Peugeot Partner and Citroen Berlingo accounted for 33.69%.

## Top 10 bestsellers – small van

|       |   |
|-------|---|
| 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)                  |
| 37706 | TRANSIT CONNECT 210 L2 DIESEL (2013 - 2018) - 1.5 TDCi 100ps Trend Van (16-18)            |
| 38471 | BERLINGO L1 DIESEL (2008 - 2018) - 1.6 BlueHDi 625Kg Enterprise 75ps (16-18)              |
| 34775 | CADDY MAXI C20 DIESEL (2015 - 2020) - 2.0 TDI BlueMotion Tech 102PS Startline Van (15-20) |
| 18590 | DOBLO CARGO MAXI LWB DIESEL (2010 - 2014) - 1.6 Multijet 16V Van Start Stop (10-14)       |
| 26515 | CITAN LONG DIESEL (2013 - 2019) - 109CDI Van (13-19)                                      |
| 34756 | CADDY C20 DIESEL (2015 - 2020) - 2.0 TDI BlueMotion Tech 102PS Startline Van (15-20)      |
| 43736 | BERLINGO M DIESEL (2018 ----) - 1.6 BlueHDi 650Kg Enterprise 75ps (18-19)                 |
| 42534 | TRANSIT CONNECT 200 L1 DIESEL (2018 - 2021) - 1.5 EcoBlue 120ps Limited Van (18-21)       |

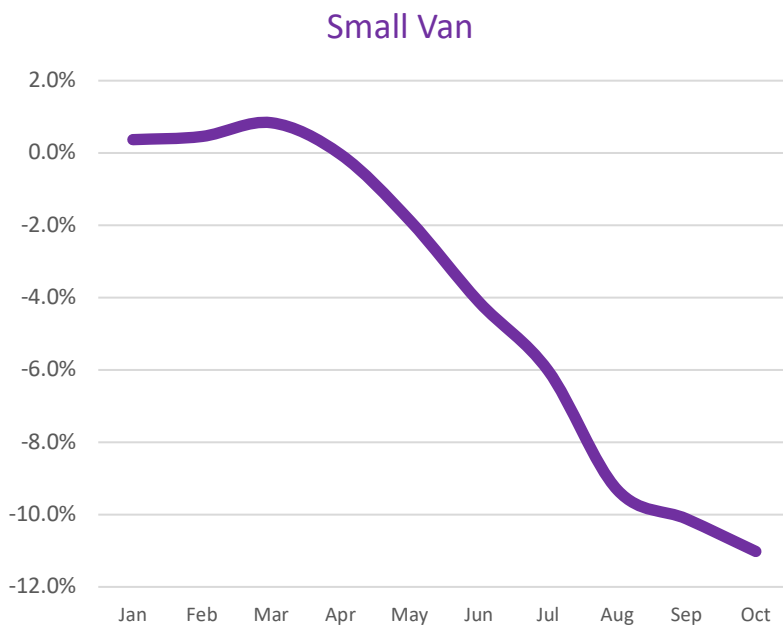
## Small van - guide price adjustments by manufacturer

| Manufacturer  | 1Yr20k | 2Yr40k | 3Yr60k | 4Yr80k | 5Yr100k |
|---------------|--------|--------|--------|--------|---------|
| CITROEN       | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%    |
| FIAT          | -1.0%  | -0.8%  | -0.6%  | -0.5%  | -0.5%   |
| FORD          | -2.0%  | -2.0%  | -2.0%  | -1.0%  | 0.0%    |
| MERCEDES-BENZ | -3.1%  | -2.9%  | -3.0%  | -3.0%  | -3.0%   |
| NISSAN        | -1.0%  | -1.4%  | -2.0%  | -4.0%  | -4.1%   |
| PEUGEOT       | 0.0%   | 0.0%   | 0.0%   | -1.0%  | -2.0%   |
| RENAULT       | -1.0%  | -1.0%  | -1.0%  | -1.0%  | -1.0%   |
| TOYOTA        | -1.0%  | -1.0%  | -1.0%  |        |         |
| VAUXHALL      | 0.0%   | 0.0%   | 0.0%   | -1.4%  | -2.7%   |
| VOLKSWAGEN    | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%    |

# Commercial editorial

By cap hpi

## Cumulative average guide price movements year-to-date (3 years/60K)



With an average price performance of 98.6% against the guide, healthy demand for vans in this sector has ensured market prices remained strong.

Year-to-date, the guide values in the Small Van sector have gone down by 11.0% in total. This includes the price adjustments we've made in this edition. The rate at which small van guide prices have fallen so far this year is slightly less than we would normally expect to allow for normal age depreciation.

On average the guide prices have gone down by 2.3% in this edition. This is the largest average movement we've made to this sector so far this year. We've made guide price changes to around 85% of the model ranges in this sector, details of the average percentage movements are listed below.

## Small van - guide price movements by model range

CITROEN BERLINGO (02-12) VAN (-1%)  
CITROEN BERLINGO (98-09) PET VAN (-1%)  
FIAT DOBLO CARGO (01-10) VAN (-1%)  
FIAT DOBLO CARGO (10-19) VAN (2%)  
FIAT DOBLO CARGO (11-21) DROP (2%)  
FIAT DOBLO CARGO (15- ) E6 VAN (-1%)  
FIAT DOBLO CARGO E6 (16-21) DROP (-1%)  
FORD CONNECT (09-14) T200-T230 VAN (-2%)  
FORD CONNECT (18- ) T200-T240 VAN FACELIFT (-2%)  
M-B CITAN (13-21) VAN (-3%)  
NISSAN KUBISTAR (03-08) VAN (-1%)  
NISSAN KUBISTAR (07-08) FRIDGE (-1%)  
NISSAN NV200 (09-20) VAN (-4%)  
NISSAN NV250 (19- ) VAN (-1%)

PEUGEOT PARTNER (96-10) VAN (-1%)  
PEUGEOT PARTNER E6 (15-19) VAN (-2%)  
RENAULT KANGOO (02-09) VAN (-1%)  
RENAULT KANGOO (08-13) VAN (-1%)  
RENAULT KANGOO (13-17) VAN (-3%)  
RENAULT KANGOO (98-08) PET VAN (-1%)  
RENAULT KANGOO E6 (16-20) VAN (-1%)  
RENAULT KANGOO E6 (19- ) VAN (-1%)  
RENAULT KANGOO E6 (22- ) (-1%)  
TOYOTA PROACE CITY (19- ) VAN (-1%)  
VAUXHALL COMBO (01-12) VAN (-3%)  
VAUXHALL COMBO (12-18) VAN (2%)  
VAUXHALL COMBO E6 (16-19) VAN (-3%)  
VW CADDY (04-10) C20 VAN (-3%)

# Commercial editorial

By cap hpi

## Medium van - sector market shares by manufacturer

| Manufacturer  | Market Share |
|---------------|--------------|
| FORD          | 39.65%       |
| VAUXHALL      | 20.62%       |
| VOLKSWAGEN    | 11.43%       |
| RENAULT       | 8.05%        |
| CITROEN       | 6.94%        |
| PEUGEOT       | 5.87%        |
| MERCEDES-BENZ | 5.53%        |
| TOYOTA        | 1.31%        |
| FIAT          | 0.38%        |
| NISSAN        | 0.17%        |
| HYUNDAI       | 0.03%        |

The overall sector market share for Medium Vans was up last month by 0.70% to 33.90%.

Whilst continuing to dominate this sector with a market share of 39.65%, Ford Custom sales were down by 3.93%.

Except for Ford, there was very little change in the manufacturer's market share rankings. Vauxhall Vivaro's share was up by 0.53% to 20.62% whilst Volkswagen Transporter was up by 0.73% to 11.43%.

## Top 10 bestsellers - medium van

|       |   |
|-------|---|
| 45899 | TRANSPORTER T28 SWB DIESEL (2020 ----) - 2.0 TDI 110 Startline Van (20-)                    |
| 42060 | TRANSIT CUSTOM 280 L1 DIESEL FWD (2017 ----) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-) |
| 31650 | VIVARO L1 DIESEL (2014 - 2019) - 2900 1.6CDTI 90PS ecoFLEX H1 Van (14-16)                   |
| 35839 | TRANSIT CUSTOM 310 L1 DIESEL FWD (2012 - 2017) - 2.0 TDCi 130ps Low Roof Trend Van (16-17)  |
| 34335 | VITO LONG DIESEL (2015 - 2019) - 111CDI Van (15-19)   |
| 42077 | TRANSIT CUSTOM 300 L2 DIESEL FWD (2017 ----) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-) |
| 44322 | VIVARO L2 DIESEL (2019 ----) - 2900 1.5d 100PS Sportive H1 Van (19-)                        |
| 39358 | DISPATCH M DIESEL (2016 ----) - 1000 1.6 BlueHDi 115 Van Enterprise (16-19)                 |
| 35822 | TRANSIT CUSTOM 290 L2 DIESEL FWD (2012 - 2017) - 2.0 TDCi 105ps Low Roof Van (16-17)        |
| 42069 | TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 ----) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-) |

## Medium van - guide price adjustments by manufacturer

| Manufacturer  | 1Yr20k | 2Yr40k | 3Yr60k | 4Yr80k | 5Yr100k |
|---------------|--------|--------|--------|--------|---------|
| CITROEN       | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%    |
| FIAT          | -1.0%  | -1.0%  | -1.0%  | -1.0%  | -1.0%   |
| FORD          | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%    |
| HYUNDAI       |        |        | -1.0%  | -1.0%  | -1.1%   |
| MERCEDES-BENZ | -3.0%  | -2.0%  | -1.1%  | -3.0%  | -3.0%   |
| NISSAN        | -1.0%  | -1.0%  | -1.0%  | -0.9%  | -1.1%   |
| PEUGEOT       | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%    |
| RENAULT       | -1.0%  | -1.0%  | -1.7%  | -1.9%  | -2.0%   |
| TOYOTA        | -0.4%  | -0.4%  | -0.3%  | 0.0%   | 0.0%    |
| VAUXHALL      | 0.0%   | 0.0%   | 0.0%   | -2.0%  | -1.9%   |
| VOLKSWAGEN    | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%    |

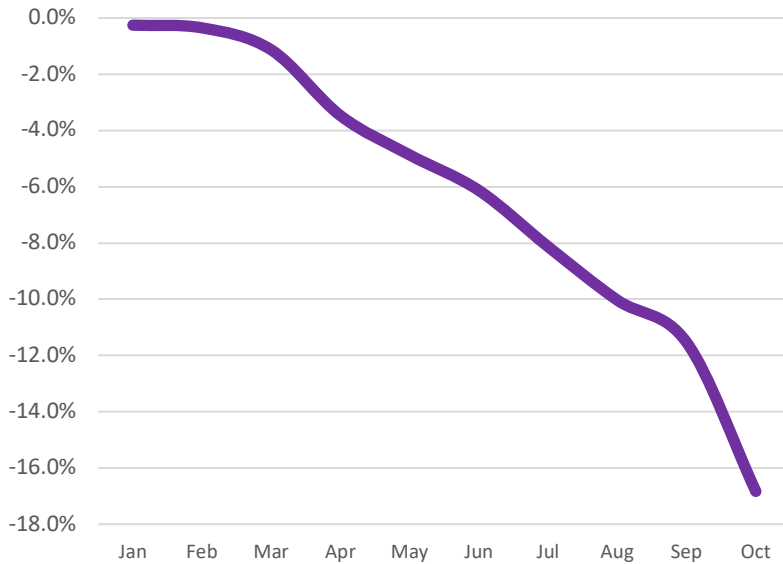


# Commercial editorial

By cap hpi

## Cumulative average guide price movements year-to-date (3 years/60K)

### Medium Van



With an average price performance of 98.6%, at first glance, it would seem that medium van market prices held firm last month. However, our research data revealed, it was necessary to make guide price adjustments to around 64% of the model ranges in this sector, resulting in an average movement of 5.3%.

Year-to-date, the guide values have gone down cumulatively by 16.8% which is considerably more than we would expect to account for age depreciation. Details of the average percentage movements we made in this edition are listed below.

## Medium van - guide price movements by model range

FIAT SCUDO (07-17) VAN (-1%)  
FIAT SCUDO (21-) VAN (-1%)  
FIAT TALENTO (16-20) VAN (-1%)  
FIAT TALENTO (19-) VAN (-1%)  
HYUNDAI ILOAD (09-20) VAN (-1%)  
M-B VITO (03-11) CDi FRIDGE (-1%)  
M-B VITO (03-11) CDi VAN (-1%)  
M-B VITO (03-11) DUALINER VAN (-1%)  
M-B VITO (10-15) CDi VAN (-1%)  
M-B VITO E6 (15-19) CDi VAN (-3%)  
M-B VITO E6 (19-21) CDi VAN (-1%)  
M-B VITO E6 (20-) CDi VAN (-3%)  
NISSAN NV300 (16-20) VAN (-1%)  
NISSAN NV300 (19-) VAN (-1%)  
NISSAN PRIMASTAR (06-15) dCi VAN (-1%)

NISSAN PRIMASTAR (21-) dCi VAN (-1%)  
RENAULT TRAFIC (08-09) dCi FRIDGE (-1%)  
RENAULT TRAFIC (14-16) dCi VAN (-1%)  
RENAULT TRAFIC E6 (16-20) dCi VAN (-2%)  
RENAULT TRAFIC E6 (20-22) dCi VAN (-1%)  
RENAULT TRAFIC E6 (21-) dCi VAN (-1%)  
TOYOTA HI-ACE (06-12) VAN (-1%)  
TOYOTA PROACE (12-16) VAN (-1%)  
TOYOTA PROACE E6 (19-) FRIDGE (-1%)  
VAUXHALL VIVARO (06-12) VAN (-1%)  
VAUXHALL VIVARO E6 (16-19) VAN (-2%)  
VW T5 TRANSPORTER (03-10) VAN (-1%)  
VW T5 TRANSPORTER (03-14) FRIDGE (-1%)  
VW T5 TRANSPORTER (10-16) VAN (-1%)  
VW T6 TRANSPORTER (15-16) VAN (3%)

# Commercial editorial

By cap hpi

## Large van - sector market shares by manufacturer

| Manufacturer      | Market Share |
|-------------------|--------------|
| FORD              | 38.01%       |
| MERCEDES-BENZ     | 18.07%       |
| VOLKSWAGEN        | 16.04%       |
| PEUGEOT           | 8.55%        |
| CITROEN           | 6.90%        |
| VAUXHALL          | 4.72%        |
| RENAULT           | 3.67%        |
| FIAT              | 1.42%        |
| NISSAN            | 1.20%        |
| IVECO             | 0.82%        |
| RENAULT TRUCKS UK | 0.22%        |
| LDV               | 0.15%        |
| MAN               | 0.15%        |
| MAXUS             | 0.07%        |

The sector market share for Large Vans increased by 0.51% last month to 15.6%

Ford Transit's share increased by 2.11% to 38.01%, whilst Mercedes Sprinter's share decreased by 2.74% to 18.07%.

With noticeably more Crafter in the market, Volkswagen's share of sales increased by 4.05% to 16.04%.

The combined market shares of Peugeot Boxer and Citroen Relay was up by 0.44% to 15.45%.

## Top 10 bestsellers - large van

- 41539 CRAFTER CR35 MWB DIESEL FWD (2017 ---) - 2.0 TDI 140PS Trendline High Roof Van (17-)
- 37909 TRANSIT 350 L3 DIESEL RWD (2014 - 2019) - 2.0 TDCi 130ps H3 Van (16-19)
- 38198 BOXER 335 L3 DIESEL (2014 ---) - 2.0 BlueHDi H2 Professional Van 130ps (16-19)
- 42952 SPRINTER 314CDI L3 DIESEL RWD (2018 - 2021) - 3.5t H2 Van (18-21)
- 43120 SPRINTER 314CDI L2 DIESEL FWD (2018 - 2021) - 3.5t H2 Van (18-21)
- 38153 RELAY 35 L3 DIESEL (2014 ---) - 2.0 BlueHDi H2 Van 130ps Enterprise (16-19)
- 41542 CRAFTER CR35 LWB DIESEL FWD (2017 ---) - 2.0 TDI 140PS Trendline High Roof Van (17-)
- 41533 CRAFTER CR35 LWB DIESEL FWD (2017 ---) - 2.0 TDI 140PS Startline High Roof Van (17-)
- 37886 TRANSIT 350 L3 DIESEL FWD (2014 - 2019) - 2.0 TDCi 130ps H2 Van (16-19)
- 37891 TRANSIT 350 L3 DIESEL FWD (2014 - 2019) - 2.0 TDCi 130ps H3 Van (16-19)

# Commercial editorial

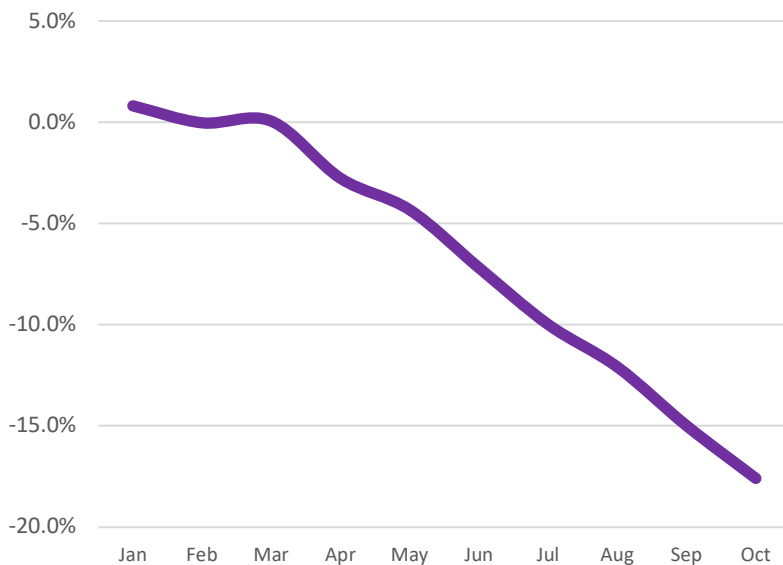
By cap hpi

## Large van - guide price adjustments by manufacturer

| Manufacturer      | 1Yr20k | 2Yr40k | 3Yr60k | 4Yr80k | 5Yr100k |
|-------------------|--------|--------|--------|--------|---------|
| CITROEN           | -5.0%  | -5.0%  | -5.0%  | -5.0%  | -5.0%   |
| FIAT              | -2.5%  | -2.5%  | -2.5%  | -2.5%  | -2.5%   |
| FORD              | -2.0%  | -2.0%  | -2.4%  | -3.0%  | -3.0%   |
| IVECO             | -2.5%  | -2.5%  | -2.5%  | -2.5%  | -2.5%   |
| LDV               |        |        | -2.4%  | -2.5%  | -2.6%   |
| MAN               | -3.0%  | -3.0%  | -3.0%  | -3.0%  | -3.0%   |
| MAXUS             | -2.5%  | -2.5%  |        |        |         |
| MERCEDES-BENZ     | -3.0%  | -3.0%  | -3.0%  | -3.0%  | -3.0%   |
| NISSAN            | -2.5%  | -2.5%  | -2.5%  | -2.6%  | -2.5%   |
| PEUGEOT           | -3.0%  | -3.0%  | -3.0%  | -3.0%  | -3.0%   |
| RENAULT           | -2.0%  | -2.0%  | -2.0%  | -2.0%  | -2.0%   |
| RENAULT TRUCKS UK | -2.0%  | -2.0%  | -2.0%  | -2.0%  | -2.0%   |
| VAUXHALL          | -2.9%  | -3.0%  | -3.0%  | -3.0%  | -3.0%   |
| VOLKSWAGEN        | -3.0%  | -3.0%  | -3.0%  | -3.0%  | -3.0%   |

## Cumulative average guide price movements year-to-date (3 years/60K)

### Large Van



Large van market prices continued to fall last month achieving on average only 95.1% of the guide. Overall, the guide prices have gone down by 2.6% in this edition.

Year-to-date, the guide values have gone down cumulatively by 17.6% which includes the price adjustments we've made in this, including. This is considerably more than we would expect for normal age depreciation.

We've made changes to the guide prices of around 93% of the model ranges in this sector the details of which are listed below.

# Commercial editorial

By cap hpi

## Large van - guide price movements by model range

|  |  |
|--|--|
| CITROEN RELAY (06-14) VAN (-2.5%)                | NISSAN INTERSTAR (03-11) VAN (-2.5%)           |
| CITROEN RELAY (14-16) VAN (-2.5%)                | NISSAN INTERSTAR (21- ) VAN (-2.5%)            |
| CITROEN RELAY E6 (16- ) VAN (-5%)                | NISSAN NV400 (11-20) VAN (-2.5%)               |
| FIAT DUCATO (06-14) VAN (-2.5%)                  | NISSAN NV400 E6 (16-20) VAN (-2.5%)            |
| FIAT DUCATO (11-14) WINDOW VAN (-2.5%)           | NISSAN NV400 E6 (19- ) VAN (-2.5%)             |
| FIAT DUCATO (14-21) VAN (-2.5%)                  | PEUGEOT BOXER (06-14) VAN (-3%)                |
| FIAT DUCATO (19- ) VAN (-2.5%)                   | PEUGEOT BOXER (14-16) VAN (-3%)                |
| FORD TRANSIT (14-17) T290 - T350 VAN (-4%)       | PEUGEOT BOXER E6 (16- ) VAN (-3%)              |
| FORD TRANSIT E6 (19- ) T290 - T350 VAN (-2%)     | PEUGEOT BOXER E6 (16- ) WINDOW VAN (-3%)       |
| FORD TRANSIT E6 (16-19) T290 - T350 VAN (-3%)    | RENAULT MASTER (03-10) dCi VAN (-2%)           |
| IVECO DAILY (06-10) VAN (-2.5%)                  | RENAULT MASTER (10-17) dCi VAN (-2%)           |
| IVECO DAILY (09-15) VAN (-2.5%)                  | RENAULT MASTER (14-16) dCi WINDOW VAN (-2%)    |
| IVECO DAILY (14-16) VAN (-2.5%)                  | RENAULT MASTER E6 (16-20) dCi VAN (-2%)        |
| IVECO DAILY E6 (14-20) VAN (-2.5%)               | RENAULT MASTER E6 (16-20) dCi WINDOW VAN (-2%) |
| IVECO DAILY E6 (19- ) VAN (-2.5%)                | RENAULT MASTER E6 (19- ) dCi VAN (-2%)         |
| LDV E5 (16-20) VAN (-2.5%)                       | RENAULT TRUCKS MASCOTT (07-11) VAN (-2.5%)     |
| LDV MAXUS (05-09) VAN (-2.5%)                    | RENAULT TRUCKS MASTER (03-10) dCi VAN (-2%)    |
| MAN TGE (17- ) VAN (-3%)                         | RENAULT TRUCKS MASTER (10-15) VAN (-2%)        |
| MAXUS DELIVER (20- ) VAN (-2.5%)                 | RENAULT TRUCKS MASTER (14-16) VAN (-2%)        |
| M-B SPRINTER (06-13) 2-SERIES VAN (-3%)          | RENAULT TRUCKS MASTER E6 (16-22) VAN (-2%)     |
| M-B SPRINTER (06-14) 3-SERIES VAN (-3%)          | RENAULT TRUCKS MASTER E6 (20- ) VAN (-2%)      |
| M-B SPRINTER (13-19) 2-SERIES VAN (-3%)          | VAUXHALL MOVANO (03-10) VAN (-2.5%)            |
| M-B SPRINTER (13-19) 3-SERIES VAN (-3%)          | VAUXHALL MOVANO E6 (16-19) VAN (-3%)           |
| M-B SPRINTER CNG (09-13) SERIES-3 FRIDGE (-1.5%) | VAUXHALL MOVANO E6 (19-22) VAN Facelift (-3%)  |
| M-B SPRINTER E6 (16-19) 2-SERIES VAN (-3%)       | VAUXHALL MOVANO E6 (21- ) VAN (-2.5%)          |
| M-B SPRINTER E6 (16-19) 3-SERIES VAN (-3%)       | VW CRAFTER (06-17) VAN (-3%)                   |
| M-B SPRINTER E6 (18- ) 2-SERIES VAN (-3%)        | VW CRAFTER (17- ) VAN (-3%)                    |
| M-B SPRINTER E6 (18- ) 3-SERIES VAN (-3%)        | VW CRAFTER E6 (16-17) VAN (-3%)                |

## 4x4 Pick-up (lifestyle SUV and workhorse sectors)

Please note, the guide prices we publish in all sectors are for vehicles as they appear in the vehicle manufacturer's price list and do not include any manufacturer's optional extras or third-party extras or ancillary equipment.

This is a particularly relevant point for vehicles in the 4x4 Pickup sector. Many of them seen at auction have extras fitted to them including lockable load covers or hardtops and winches etc., which are highly desirable to retail buyers.

# Commercial editorial

By cap hpi

## 4x4 Pick-up lifestyle/SUV - sector market shares by manufacturer

| Manufacturer  | Market Share |
|---------------|--------------|
| FORD          | 31.22%       |
| MITSUBISHI    | 26.32%       |
| NISSAN        | 18.62%       |
| TOYOTA        | 8.03%        |
| ISUZU         | 6.58%        |
| VOLKSWAGEN    | 5.22%        |
| FIAT          | 1.61%        |
| MERCEDES-BENZ | 1.20%        |
| SSANGYONG     | 0.80%        |
| GREAT WALL    | 0.40%        |

Last month, the sector market share for the 4x4 Pick-up lifestyle/SUV - sector was down by 0.42% to 14.6%.

There was very little change at the top of the table. Ford's share of this sector was down by 1.05% to 31.22%. Mitsubishi's share was up by 0.62% to 26.32% and Nissan's share was down by 1.96% to 18.62%.

## Top 10 bestsellers - 4x4 pick-up lifestyle/SUV

- 35006 RANGER DIESEL (2015 - 2019) - Pick Up Double Cab Wildtrak 3.2 TDCi 200 Auto (15-19)
- 35284 L200 DIESEL (2015 - 2019) - Double Cab DI-D 178 Barbarian 4WD (15-19)
- 44067 RANGER DIESEL (2019 - 2022) - Pick Up Double Cab Wildtrak 2.0 EcoBlue 213 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)
- 39510 NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 4WD (16-19)
- 35282 L200 DIESEL (2015 - 2019) - Double Cab DI-D 178 Warrior 4WD (15-19)
- 44065 RANGER DIESEL (2019 - 2022) - Pick Up Double Cab Wildtrak 3.2 EcoBlue 200 Auto (19-20)
- 19135 NAVARA DIESEL (2010 - 2015) - Double Cab Pick Up Tekna 2.5dCi 190 4WD (10-15)
- 35005 RANGER DIESEL (2015 - 2019) - Pick Up Double Cab Wildtrak 3.2 TDCi 200 (15-19)

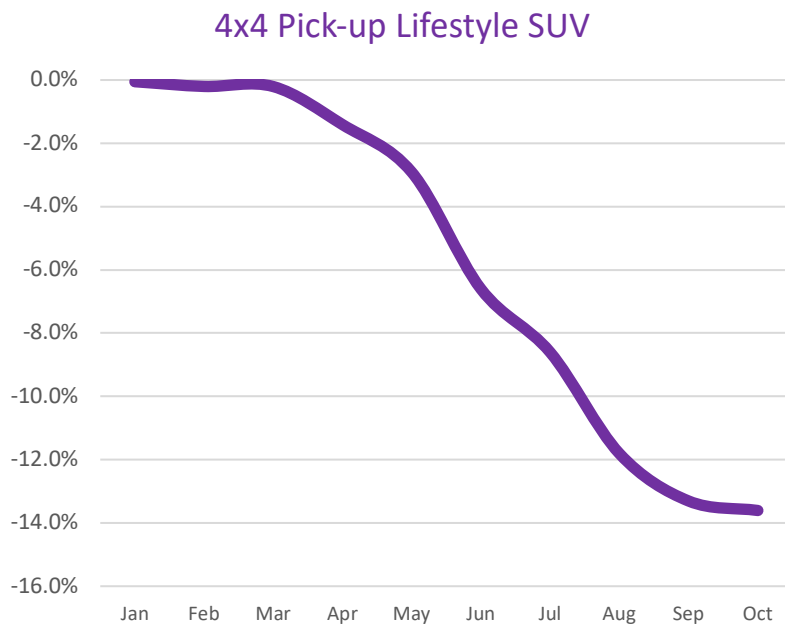
## 4x4 Pick-up lifestyle SUV - guide price adjustments by manufacturer

| Manufacturer  | 1Yr20k | 2Yr40k | 3Yr60k | 4Yr80k | 5Yr100k |
|---------------|--------|--------|--------|--------|---------|
| FIAT          | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%    |
| FORD          | -2.0%  | -2.0%  | -2.0%  | 0.0%   | 0.0%    |
| GREAT WALL    |        | 0.0%   | 0.0%   | 0.0%   | 0.0%    |
| ISUZU         | 0.0%   | 0.0%   | 0.0%   | 0.0%   | -1.0%   |
| MERCEDES-BENZ | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%    |
| MITSUBISHI    | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%    |
| NISSAN        | -1.0%  | -1.0%  | -1.0%  | -1.0%  | -1.0%   |
| SSANGYONG     | -2.6%  | 0.0%   | 0.0%   | 0.0%   | 0.0%    |
| TOYOTA        | -1.0%  | -0.2%  | 0.0%   | 0.0%   | 0.0%    |
| VAUXHALL      |        |        |        | 0.0%   | 0.0%    |
| VOLKSWAGEN    |        | 0.0%   | 0.0%   | 0.0%   | 0.0%    |

# Commercial editorial

By cap hpi

## Cumulative average guide price movements year-to-date (3 years/60K)



With an average price performance of 97.8% of the guide, market prices held firm last month which has resulted in fewer guide price changes in this edition. On average the guide has gone down by 0.3% for around 26% of the model ranges.

Cumulatively, the guide prices have gone down by 13.6% so far this year which includes the movements we've made in this edition.

This is well ahead of the natural age depreciation of each plate and suggests that market prices are steadily returned to more sustainable levels. Details of the changes we've made are listed below.

## 4x4 Pick-up lifestyle SUV model - guide price movements by model range

- FORD RANGER (11-16) PICK-UP LIFE (-4%)
- FORD RANGER (19- ) PICK-UP LIFE (-2%)
- ISUZU D-MAX DIESEL (12-18) (-2%)
- ISUZU RODEO (07-12) LIFE (-1%)
- NISSAN NAVARA (06-10) LIFE (-2%)

- NISSAN NAVARA (10-16) LIFE (-2%)
- NISSAN NAVARA E6 (16- ) LIFE (-1%)
- NISSAN NP300 NAVARA (16-17) LIFE (-2%)
- TOYOTA HILUX E6 (20- ) LIFE (-1%)

## 4x4 Pick-up workhorse - sector market shares by manufacturer

| Manufacturer | Market Share |
|--------------|--------------|
| TOYOTA       | 33.96%       |
| LAND ROVER   | 30.19%       |
| ISUZU        | 12.58%       |
| MITSUBISHI   | 11.32%       |
| FORD         | 9.43%        |
| NISSAN       | 1.89%        |
| DACIA        | 0.63%        |

At 1.90% the overall sector market share for 4x4 Workhorse Pick-ups was down last month by 0.64%.

Whilst remaining at the top of the table, Toyota's share was down by 6.42%. Taking the second position, Land Rover's share increased by 6.63% to 30.19%.

Knocking Mitsubishi off the third spot, Isuzu D-Max accounted for 12.58% of sales which was an increase of 4.41% month on month.

# Commercial editorial

By cap hpi

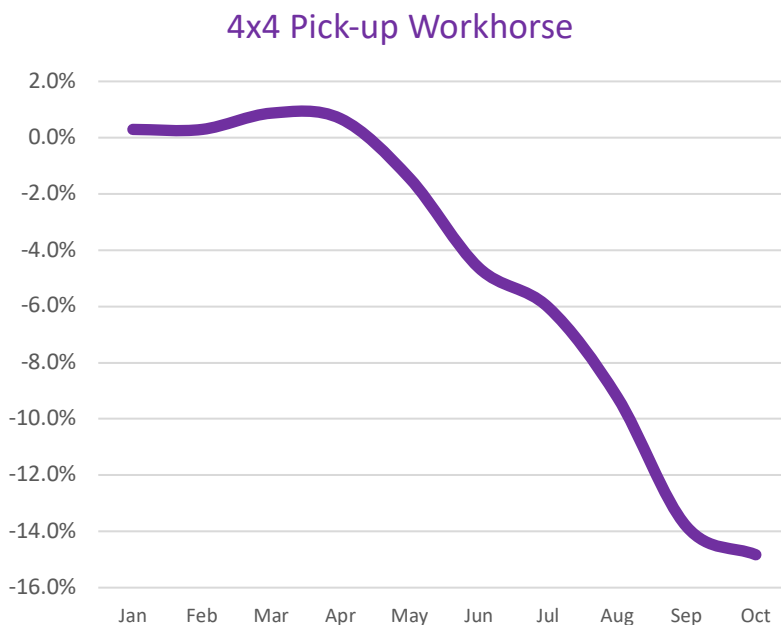
## Top 10 bestsellers - 4x4 pick-up workhorse

- 38351 HILUX DIESEL (2016 - 2020) - Active D/Cab Pick Up 2.4 D-4D (16-20)
- 30784 HILUX DIESEL (2011 - 2016) - Active D/Cab Pick Up 2.5 D-4D 4WD 144 (13-16)
- 34999 RANGER DIESEL (2015 - 2019) - Pick Up Double Cab XL 2.2 TDCi (15-19)
- 35280 L200 DIESEL (2015 - 2019) - Double Cab DI-D 151 4Life 4WD (15-19)
- 24963 D-MAX DIESEL (2012 - 2017) - 2.5TD Double Cab 4x4 (12-17)
- 41606 D-MAX DIESEL (2017 - 2020) - 1.9 Double Cab 4x4 (17-20)
- 34428 DISCOVERY DIESEL (2013 - 2019) - SE Commercial Sd V6 Auto (15-19)
- 42016 DISCOVERY DIESEL (2018 - 2020) - 3.0 TD6 HSE Commercial Auto (18-19)
- 22413 RANGER DIESEL (2011 - 2015) - Pick Up Double Cab XL 2.2 TDCi 150 4WD (11-15)
- 38352 HILUX DIESEL (2016 - 2020) - Active D/Cab Pick Up 2.4 D-4D TSS (16-20)

## 4x4 Pick-up workhorse - guide price adjustments by manufacturer

| Manufacturer  | 1Yr20k | 2Yr40k | 3Yr60k | 4Yr80k | 5Yr100k |
|---------------|--------|--------|--------|--------|---------|
| DACIA         | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%    |
| FORD          | -1.0%  | -1.1%  | -1.0%  | -1.0%  | -1.0%   |
| ISUZU         | -2.0%  | -2.0%  | -2.0%  | -1.7%  | 0.5%    |
| LAND ROVER    | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%    |
| MERCEDES-BENZ |        |        |        | 0.0%   | 0.0%    |
| MITSUBISHI    | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%    |
| NISSAN        | 0.0%   | 0.0%   | 0.0%   | 0.0%   | 0.0%    |
| SSANGYONG     |        | 0.0%   | 0.0%   | 0.0%   | 0.0%    |
| SUZUKI        | 0.0%   |        |        |        |         |
| TOYOTA        | 0.0%   | -1.0%  | -1.8%  | -1.8%  | -1.5%   |

## Cumulative average guide price movements year-to-date (3 years/60K)



With an average sales performance of 99.3% of the guide, prices held firm for most models in the 4x4 Pick-up Workhorse sector last month. Consequently, the guide prices of around 50% of the model ranges remain the same as last month.

On average, guide prices have gone down by -1% in this edition bringing the total price movements to 14.8% year to date. This is well above what we would expect to see at this point in the year.

Details of the guide price adjustments in this edition are listed below.

# Commercial editorial

By cap hpi

## 4x4 Pick-up workhorse - guide price movements by model range

FIAT FULLBACK (16-22) LIFE (-4%)

FORD RANGER (06-09) PICK-UP LIFE (-2%)

FORD RANGER (09-12) LIFE (-2%)

FORD RANGER (11-16) PICK-UP LIFE (-4%)

FORD RANGER (15-19) PICK-UP LIFE (-3%)

MITSUBISHI L200 (06-16) DI-D LIFE (-2%)

MITSUBISHI L200 (15-21) DI-D LIFE (-2%)

NISSAN NAVARA (06-10) LIFE (-5%)

NISSAN NAVARA (10-16) LIFE (-5%)

NISSAN NAVARA E6 (16- ) LIFE (-2%)

**Ken Brown**

LCV Valuations Editor



October 2022

# HGV market overview

The average number of trucks seen at auctions again decreased over the last month as did the number of trailer entries. Truck sales have increased which bodes well with the lower stocks, but trailer sales fell back. However, trade may be on the up a little with the Christmas trade imminent, and now is the time to procure to ensure one's commitments can be fulfilled.

Lower stocks have not deterred buyers from some competitive bidding at auctions, and on the whole most of the auctions we viewed appeared to have a good contingent of buyers willing to bid on most entries, which considering some of the auctions can last for several hours is a benefit of being able to bid on-line, only viewing the sale as your desired lot enters the ring.

Auction entries that grab most attention is fresh stock which are clean and tidy with reasonable mileage, with age not necessarily a barrier to completing a purchase. Providing auctions can produce such stock on a regular basis buyer interest will be maintained. However, fresh stock can soon turn stale, and it is often the case that entries which do not sell first time are destined for regular appearances until such time someone swallows the pill and allows a sale, often at a value much reduced from the original bid. There are a considerable number of entries in this category at some sales and the situation does not appear to be easing.

There are some older vehicles which, due to their condition, are really only suitable for breaking but if they stand on the vendors books holding any value, it is difficult to manage a sale which can at least best break even. Vendors should be aware that poorly presented vehicles are on the back foot from the off and anything that can be done to enhance their condition will pay dividends when it comes to selling.

Low emission zones, once seen as a driver to increasing Euro 6 values, appear to have lost any effect they may have had because the vehicles most likely to be affected by such zones, such as 7.5 tonne and 18 tonne vehicle types have seen values diminish.

Dealers report that trade remains a little uncertain with more of their customers looking for trucks that will last several years rather than short term, so Euro 6 appears to be the minimum requirement for the majority of traders.

Manufacturers continue to see strong sales aided by the low supply of new equipment, but stock is heavily weighted in favour of tractor units with rigid vehicles in short supply.

## Used truck and trailer statistics

Over the last month the average number of truck entries at auctions fell again, this time by a little over 7% whilst the number of on-the-day sales increased by 20%. Sales were a little over 29% less than during September last year and the average number of auction entries was just over 22.5% less than 2021.

Trailer entries fell by 2.9% since last month but sales fell by 14.7%.

Over the previous month the number of vehicles under seven years of age increased by 2.9% whilst vehicles over nine years old decreased by 0.8%. Trailers saw a decrease of 3.4% in those under seven years of age and an increase of 0.25% of those over nine-year-old.

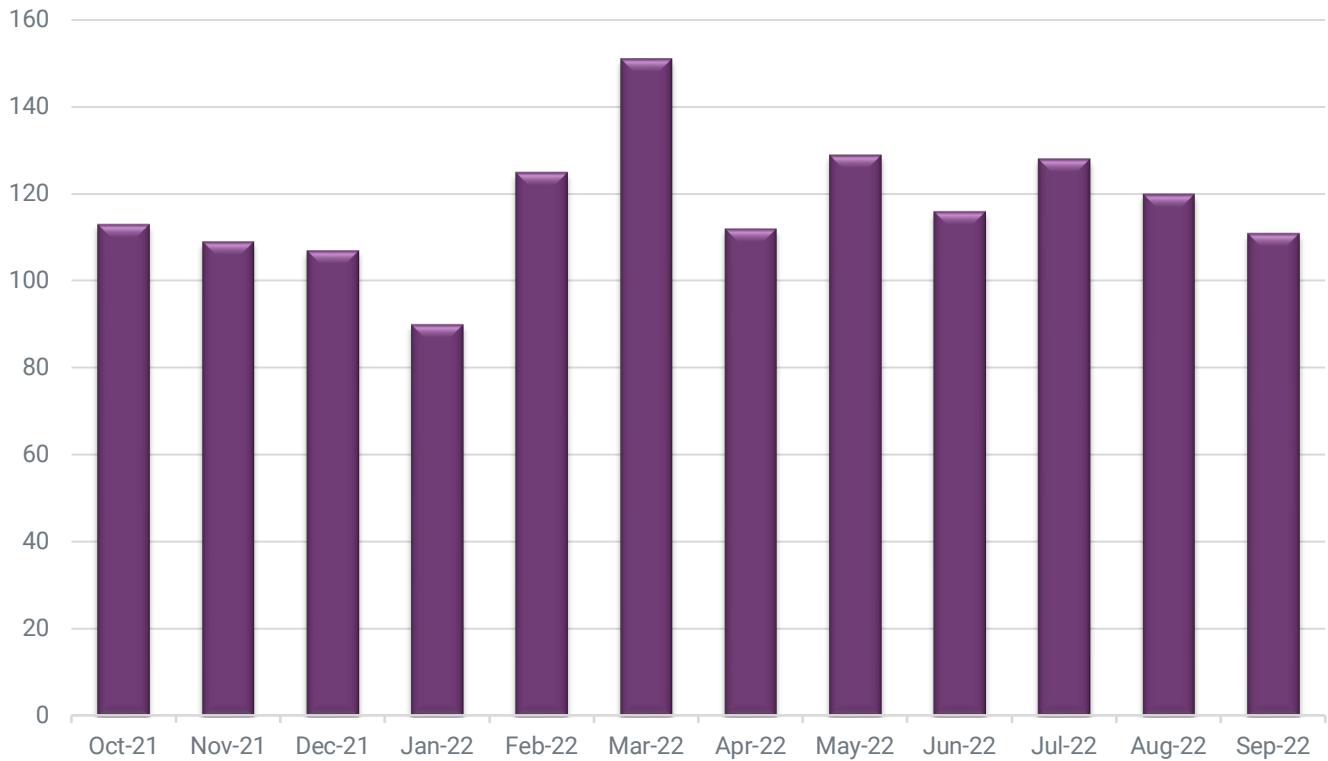
# Commercial editorial

By cap hpi

The above statistics are based on ten auctions and 1,231 total lots offered up to and including the 21st September, and as always, we remind you these are 'hammer sales' on-the-day and provisional sales which are subsequently successfully converted are not included.

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

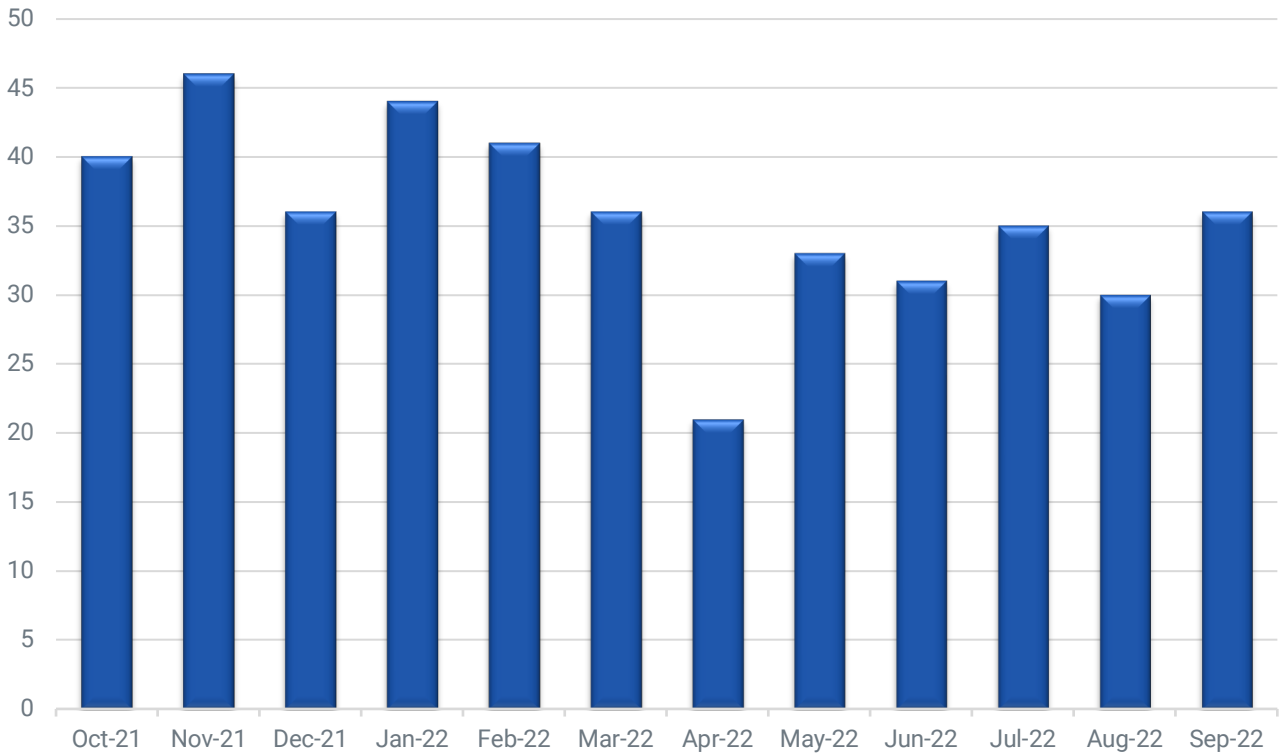
## Average number of truck lots per auction



# Commercial editorial

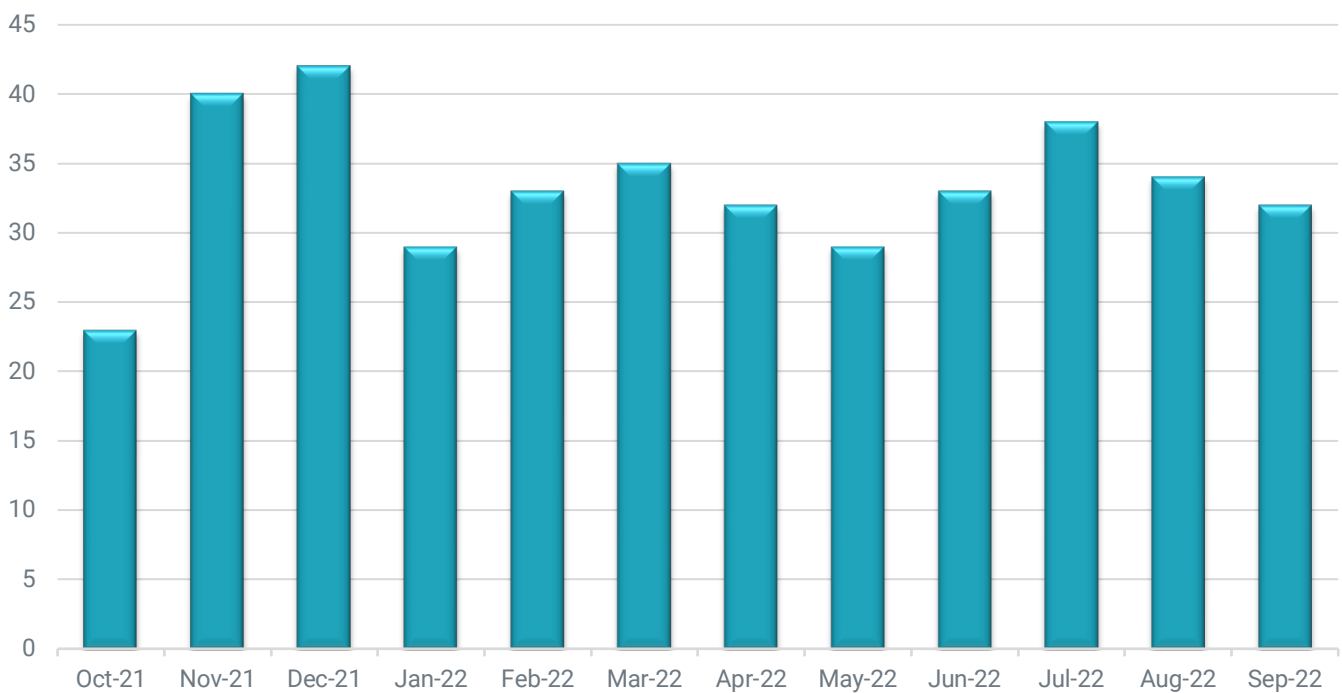
By cap hpi

## Trucks - average sales %



The next two graphs below firstly 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.

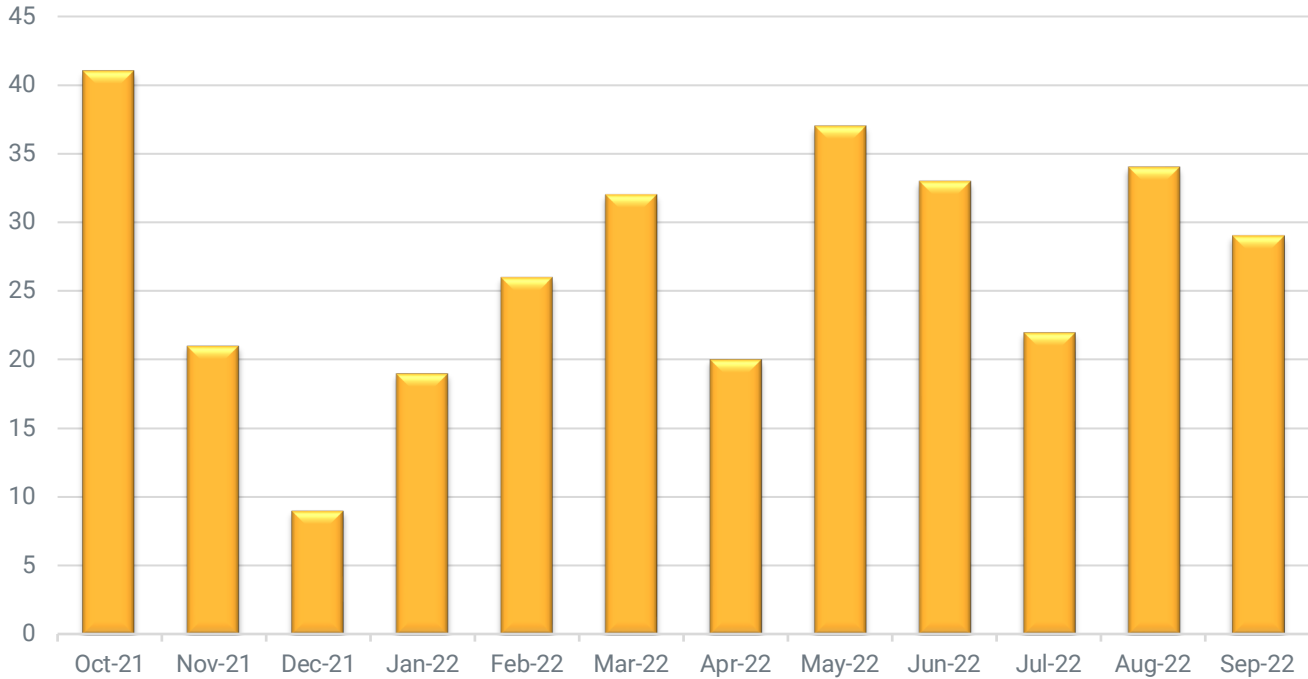
## Average number of trailer lots per auction



# Commercial editorial

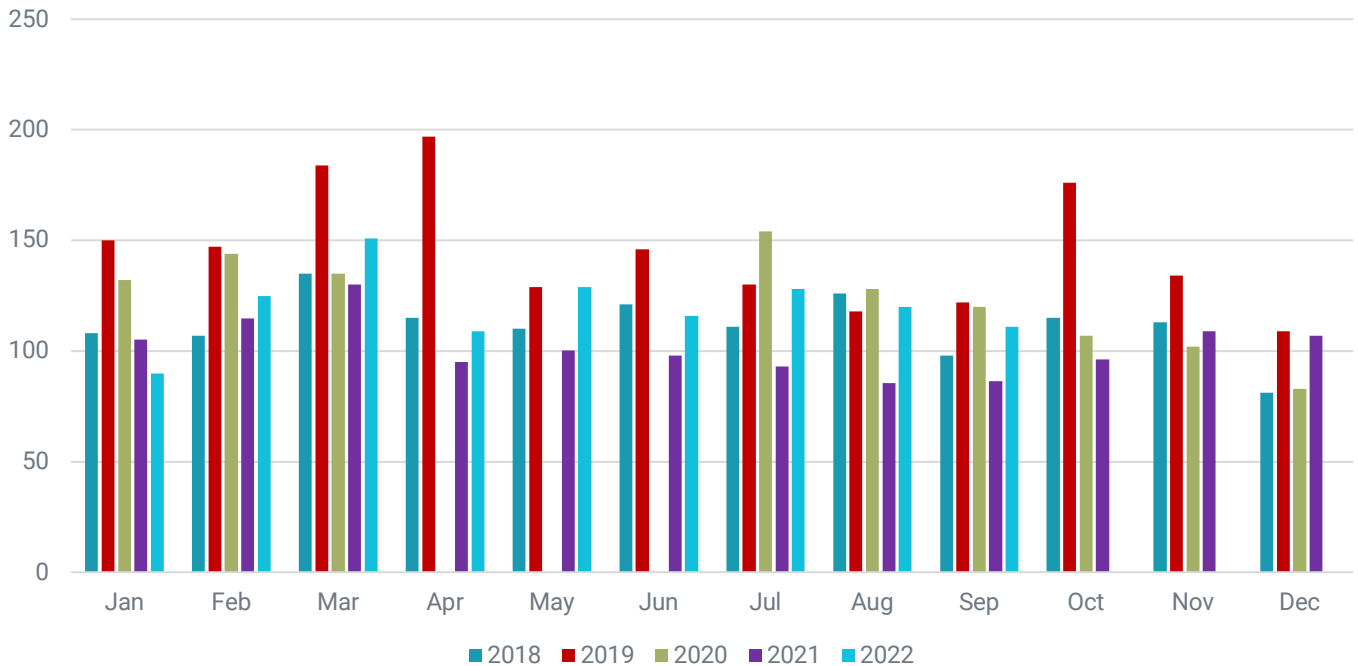
By cap hpi

## Trailers - average sales %



The following chart shows the average number of truck and trailer lots observed at auctions each year. Due to the Covid-19 records for April to June 2020 are unavailable, hence the graphs show zero lots during this period.

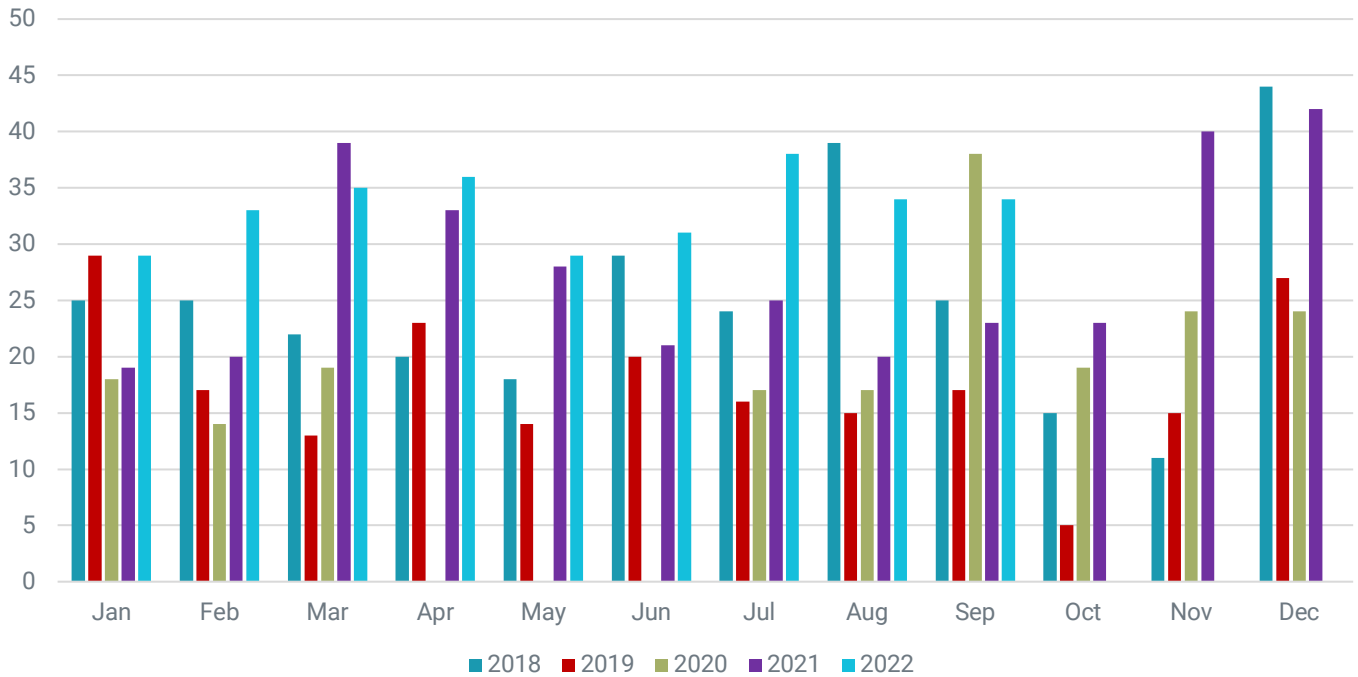
## Average number of truck lots per auction



# Commercial editorial

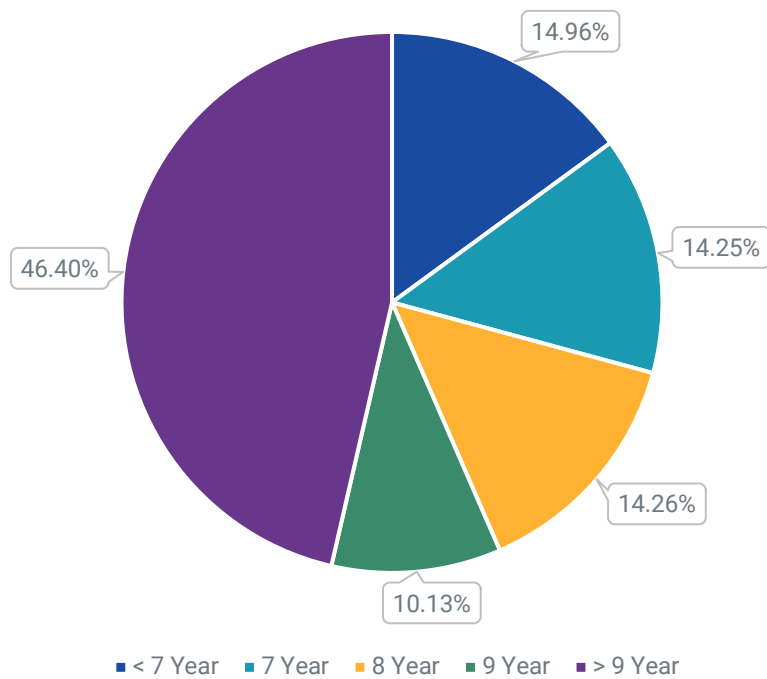
By cap hpi

## Average number of trailer lots per auction



The following illustrates the age profile of trucks and trailers seen at auctions during 2022. The age of entries shown as a percentage of the total truck and trailer lots viewed.

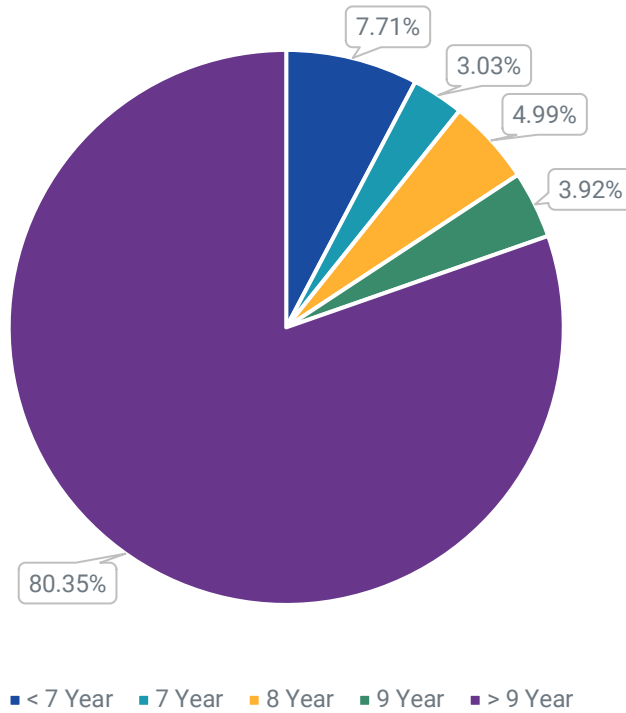
## Truck auction lots by age



# Commercial editorial

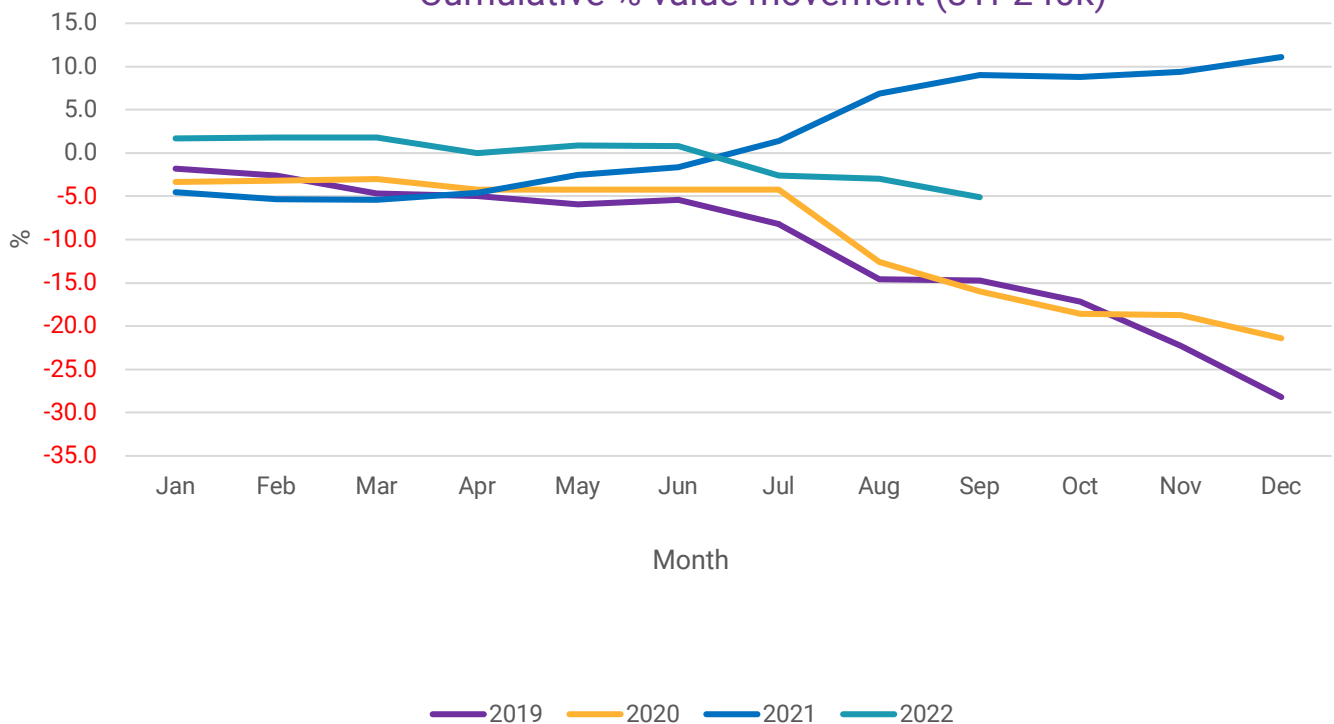
By cap hpi

### Trailer auction lots by age



Finally, the following graph illustrates the cumulative % value change over recent years.

### Cumulative % value movement (3Yr 240k)



# Commercial editorial

By cap hpi

Figures for all the above graphs are correct up to and including 21st September 2022.

## Sector Summary

This month's research indicates that:

- 7.5t to 12t – Values of some Euro 6 types have fallen as stocks remain high. Values of some Euro 5 vehicles have also fallen, whilst Pre Euro 5 values remain steady.
- 13t to 18t – Values of most Euro 5 and 6 types have fallen whilst pre-Euro 5 values have remained stable.
- Multi-wheel rigids – Values for Euro 6 6x2 and 6x4 vehicles have fallen for most vehicle types, whereas pre-Euro 6 values remain unchanged.  
Values of most Euro 6 eight wheelers have also fallen whilst those of pre-Euro 6 types remain steady.
- Tractor units – Values of some Euro 6 6x2 models have fallen, but there are exceptions where values have remained stable, and, in a few instances, have crept up slightly.  
It is a similar scenario for Euro 5 vehicles whereas pre-Euro 5 values remain largely unchanged.  
With just a few exceptions the values of 4x2 tractor units remain unchanged across all Euro standards.
- Trailers – Values of flats, tippers and boxes have crept up and values of most other standard types have declined slightly.

## 7.5t to 12t vehicles

With plenty of 7.5 tonne Euro 6 stock in the market this sector continues to struggle a little. Values did recover a little at the start of the September with some strong results being recorded, but values of many boxes and tippers, along with some curtains fell away as the month progressed. It was a comparable situation for Euro 5 stock with boxes and tippers suffering from over supply.

Dropsides remain relatively scarce in relation to other types and generally generate good interest when they appear as do specialist vehicles including the likes of refuse trucks, library vehicles, car carriers and beavertails.

7.5 tonne crane vehicles are a rarity, so a late plate tidy example was always going to be fought over. The vehicle was a 2018 68 plate Iveco Eurocargo 75.160 dropside with crane and only 14,000 kilometres which after some competitive bidding sold for £44,000.

Fridges are attracting interest although Isuzu and Mitsubishi examples, which are quite numerous, but when they are being traded there is a preference for the rare manual gearboxes, with auto's finding greater difficulty finding buyers.

## 13t to 18t vehicles

Except for tippers which are scarce the values of most Euro 6 types have again declined as stocks increase and sales become patchy.

DAF LF Fridges of around five to seven years of age continue to be available in abundance whereas there appears to be an increasing appetite for curtains as some models have performed well recently.

Euro 5 vehicles are also available in good numbers, which is not helping sales values, causing most to decrease.

The crash cushion vehicles which we referred to last month seem to have had their reserve values reduced as the four noted recently all sold, but at much reduced values than was previously being sought.

Hotboxes are few and far between with clean and tidy late examples being almost non-existent so a 2016 66 plate DAF LF220 day cab example with Econ equipment and 140,000 kilometres provoked strong bidding leading to a sale at £50,000.

# Commercial editorial

By cap hpi

Other interesting lots included a 2018 68 plate day cab DAF LF180 tipper grab with 25,000 kilometres which sold for £49,200 and an unusual 2011 11 plate Mercedes-Benz Unimog U20 4x4 three-way tipper with Schmidt de-mountable gritter and snow plough which had 801 hours on it. It achieved a best bid of £50,000 but failed to sell under the gavel.

## Multi-wheelers

Euro 6 three axle vehicles have seen values fall a little, with similar occurring for most Euro 6 four axle derivatives. Older vehicles are holding their own at present, so their values remain mostly unchanged.

Such is the choice of Euro 6 8x4 tippers at present that despite good numbers finding buyers, they are predominantly the better examples which are being cherry-picked as even four- or five-year-old examples are being spurned if they are not in a clean and tidy condition.

6x4 and 8x4 tipper grabs remain in high demand and continue to provoke strong interest when they appear at auction.

One auction entry which stimulated interest was a 2013 13 plate day cab DAF FAX CF85.410 8x2 cheese wedge beavertail with Hiab 422 HI duo crane with 440,000 kilometres which sold for £41,000, the sister to the one reported on last month.

A July registered 22 plate day cab Scania P410 XT 8x4 tipper with just 81 kilometres caused a bit of a stir and bidding was brisk but the final offer of £126,000 was insufficient to secure it.

Finally, following last month's example of a cement mixer a further example was recently noted. A day cab DAF FAD 400 with 190,000 kilometres which produced an offer of £33,000 but failed to sell.

## Tractor units

With a few exceptions 4x2 Euro 6 values have remained stable this month along with most pre-Euro 6 values.

Euro 6 6x2 tractor units remain numerous, and values are generally declining for many, although there are examples where values remain unchanged, and a few have seen values increases a tad.

Euro 5 values are performing likewise with a general decline in values for many, but some types are unaffected, and values have remained steady. Most Pre-Euro 5 values remain stable.

A couple of tractor units with cranes fitted were seen recently, the newest being a 2013 63 plate Volvo FH 540 Globetrotter 6x2 with 506,000 kilometres which was a category N insurance loss. Even so it produced a best bid of £42,500.

## Trailers

Skeletal and flats continue to sell well and recently boxes and some tippers have performed better leading to values rising slightly.

Most other types are struggling to generate sufficient interest at the moment, the result being that some values have fallen a little.

As run of the mill trailers continue to suffer mixed fortunes at present, specialist trailers continue to attract good interest. However, good interest does not necessarily mean a sale will be concluded.

Recent examples seen at auctions include a 2015 12.1m Montracon tandem axle machine carrier which sold for £18,900.



# Commercial editorial

By cap hpi

A 2018 13.95m Gurlsenyil four axle extendable machine carrier with hydraulic widening and double flip ramps achieved a best offer of £23,700.

## **Rob Smith**

HGV Valuations Editor