Commercial editorial

By cap hpi

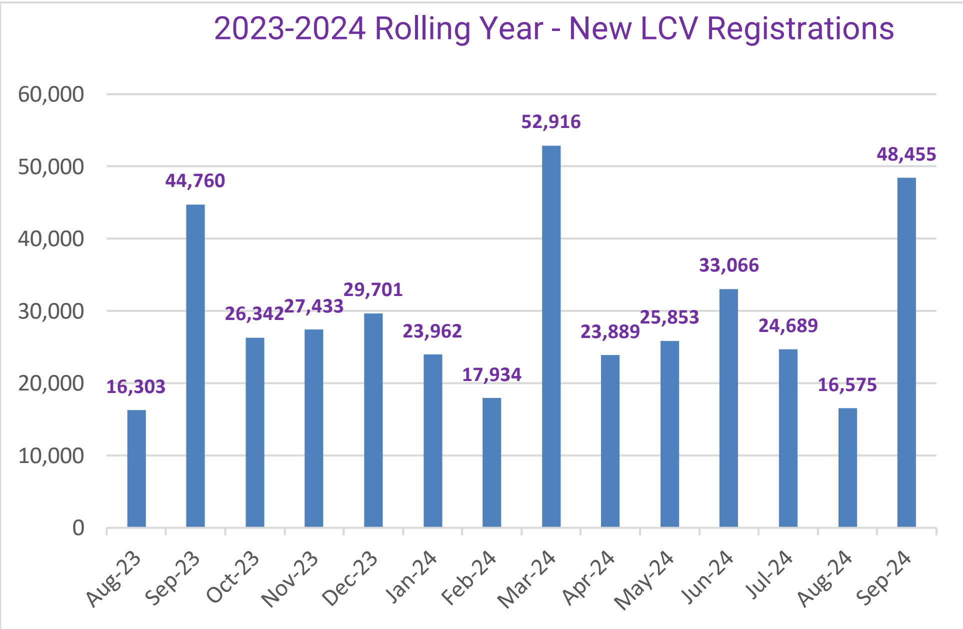
November 2024

LCV market overview

For what it's worth

August New LCV Registrations

There were 48,455 new LCVs registered in September, according to the latest report from the SMMT. That's an increase of 3,695 (+8.26%) registrations compared to September 2023. So far this year 267,339 new LCVs have been registered. That's 9,360 more new LCVs on the road than last year when compared to the same period in 2023.



Source SMMT

Source SMMT

Year	YTD Regs Comparison
2019	286,616
2020	208,080
2021	267,236
2022	213,576
2023	257,979
2024	267,339

Whilst it is still early days, auction houses say they are not witnessing the same dramatic increase in new arrivals as they did in April and May, following the issuing of the March plate.

Used LCV Wholesale Market - conditions continue to improve

Auction officials we spoke to over the past month were upbeat about the used LCV market, reporting significantly more buyers in attendance at physical auctions and online. At the sales we attended, physical auctions and online, we couldn't help noticing that bidding was brisker than of late and it was clear that buyers were on a mission to acquire stock. First time conversions rates at some sales were the highest we have seen all year.

Surprisingly, the spike in new LCV registrations in September has not, as yet, impacted on stock levels in the market. If anything, stock levels are lower and "about right to meet demand" as one auction official put it.

Year on year, we have seen a 15.5% increase in our sales research data which helps to explain the rate at which market prices have been falling all year. Last month's research data revealed that, across all LCV sectors, market prices are stabilising and, in some cases, increasing.

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Unfortunately, the market remains blighted by older, higher mileage vehicles exhibiting correspondingly more damage. These are proving difficult to sell, even at knockdown reserve prices. Savvy trade buyers continue to avoid them, unwilling to take on the extra cost and time it takes to prepare them for sale.

The average mileage of used stock has increased and there is a scarcity of low mileage vehicles in the market. Consequently, there is fierce competition for clean, low mileage, ready to retail vehicles. However, higher mileage vehicles, with only minor cosmetic damage, offer excellent value and are eagerly snapped up.

Indicative guide price movements by sector

Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
City Van	-1.5%	-1.4%	-1.5%	-1.6%	-1.7%
Small Van	-1.2%	-1.4%	-1.4%	-1.5%	-1.4%
Medium Van	-1.0%	-1.1%	-1.3%	-1.4%	-1.7%
Large Van	0.1%	-0.6%	-0.7%	0.1%	-0.7%
Chassis - Derived	-3.4%	-3.5%	-3.4%	-3.6%	-3.6%
All Terrain Lifestyle	-0.1%	0.3%	0.7%	0.9%	0.8%
All Terrain Workhorse	0.0%	0.0%	0.1%	0.8%	0.7%
Mini-bus	-5.9%	-5.7%	-5.4%	-5.5%	-5.1%
Vat Qualifying	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%

Indicative guide price movements by fuel types

Fuel Types	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
Diesel	-1.5%	-1.6%	-1.6%	-1.4%	-1.7%
Petrol	-1.4%	-1.3%	-1.3%	-1.6%	-1.6%
Electric	-1.0%	-1.0%	-1.0%	-1.0%	-0.6%
Petrol Parallel PHEV	-0.6%		-1.9%	-2.1%	-2.1%
Petrol Series PHEV	-1.0%	-1.7%	-2.6%	-2.2%	-3.3%
Petrol/Electric Hybrid	-1.0%	-1.1%			

Indicative guide price movements by battery electric sector

BEV Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
E City Van	-0.8%	-1.0%			
E Small Van	-1.0%	-1.0%	-1.0%	-1.0%	-1.1%
E Medium Van		-1.1%	-1.0%	-1.0%	
E Large Van	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
E Chassis - Derived	-1.0%	-1.0%	-1.0%	-1.0%	
E 4x4 Pick-up Lifestyle SUV					-0.7%
E Mini-bus	-1.2%	-0.8%	-0.7%	-0.3%	0.1%
E Vat Qualifying	-0.9%	-1.1%	-1.0%	-1.1%	-1.1%

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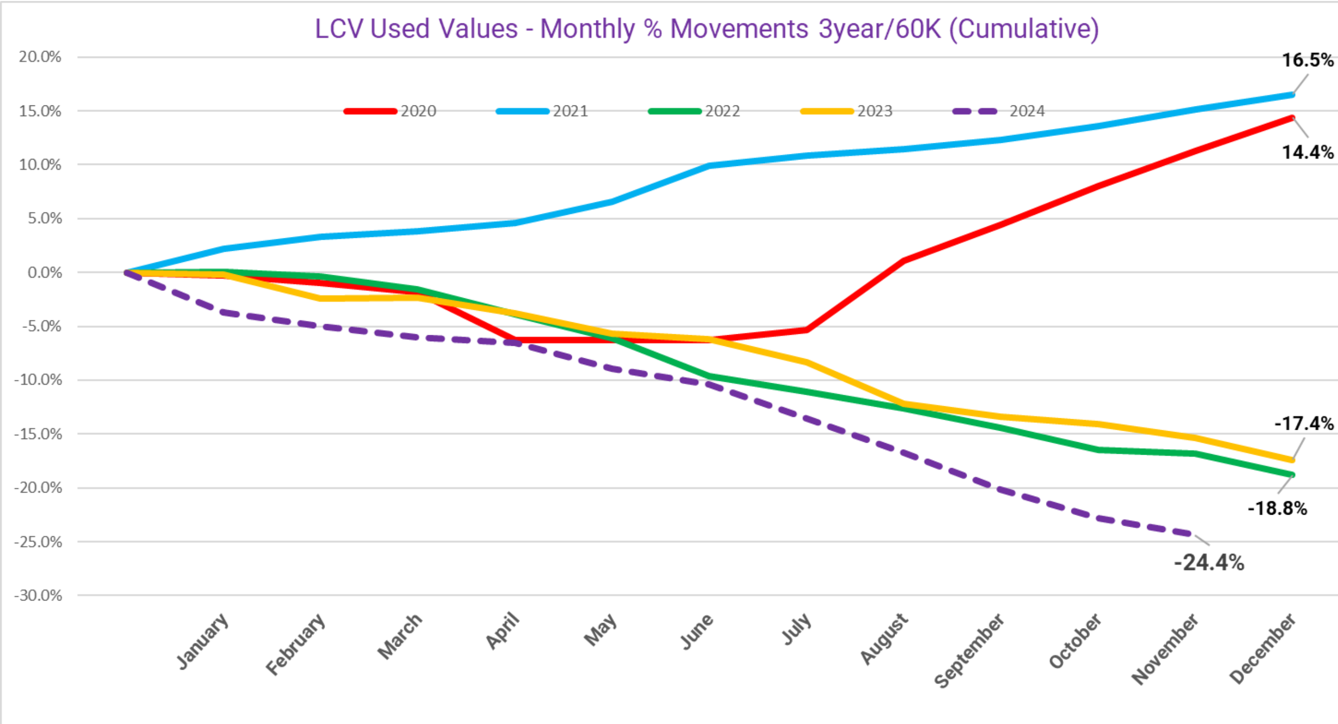
Overall average guide price movements in this edition

The average guide price movement we have made in this edition, across all LCV sectors at 3 years/60k is -1.6%.

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

The chart below shows the stark contrast in guide price movements between 2020 and 2024. The purple dotted line represents the cumulative YTD guide price movements of **-24.4%.**



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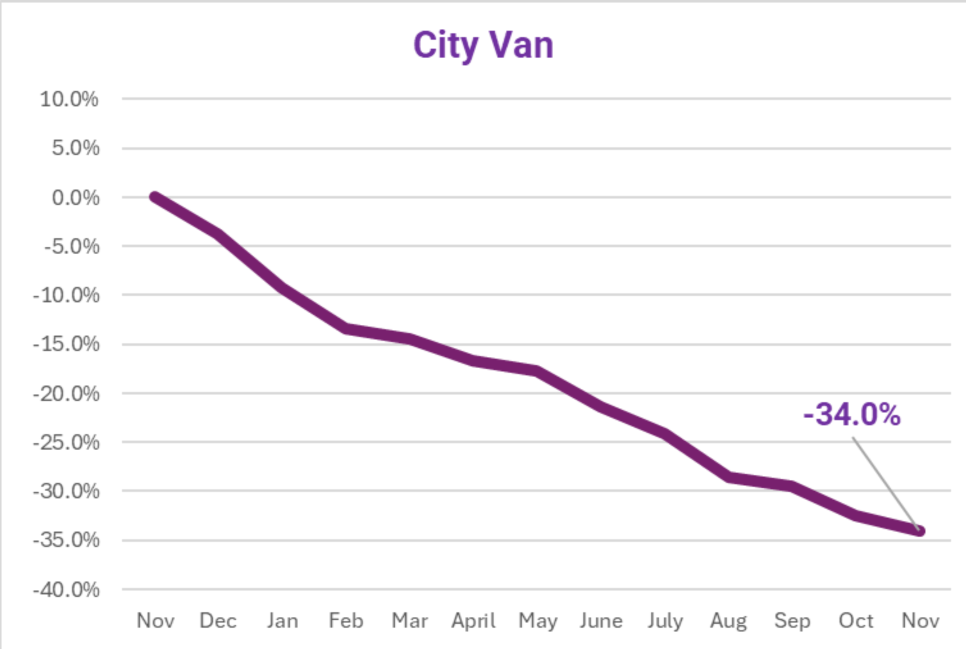
By cap hpi

Best-selling City Vans by sales volume

34051 CORSAVAN DIESEL (2014 - 2018) - 1.3 CDTi 16V 95ps ecoFLEX Van [Start/Stop] (14-17)
42524 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 100ps Limited Van [6 Speed] (18-23)
42522 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Trend Van [6 Speed] (18-23)
45293 TRANSIT COURIER PETROL (2014 - 2023) - 1.0 EcoBoost Leader Van [6 Speed] (19-23)
42519 TRANSIT COURIER PETROL (2014 - 2023) - 1.0 EcoBoost Limited Van [6 Speed] (18-23)
38345 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 95ps Trend Van (16-18)
26324 FIESTA DIESEL (2012 - 2017) - 1.5 TDCi Van (12-17)
43639 FIESTA DIESEL (2018 - 2020) - 1.5 TDCi Van (18-20)
43638 FIESTA PETROL (2018 ----) - 1.0 Ecoboost 125 Sport Van (18-)
43637 FIESTA PETROL (2018 ----) - 1.1 Ti-VCT Van (18-19)

City Van guide price movements by manufacturer



The average performance of the City Van sector for September was 91.2% of CAP.

On average the guide prices in this edition have gone down by **–1.5%** taking the rolling year cumulative movement to **-34%**.

City Van guide price movements by manufacturer City Van guide price movements by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT	-1.03%	-0.98%	-0.99%	-1.02%	-0.97%
FORD	-1.95%	-1.83%	-1.84%	-2.07%	-2.79%
TOYOTA	-1.03%	-1.07%			

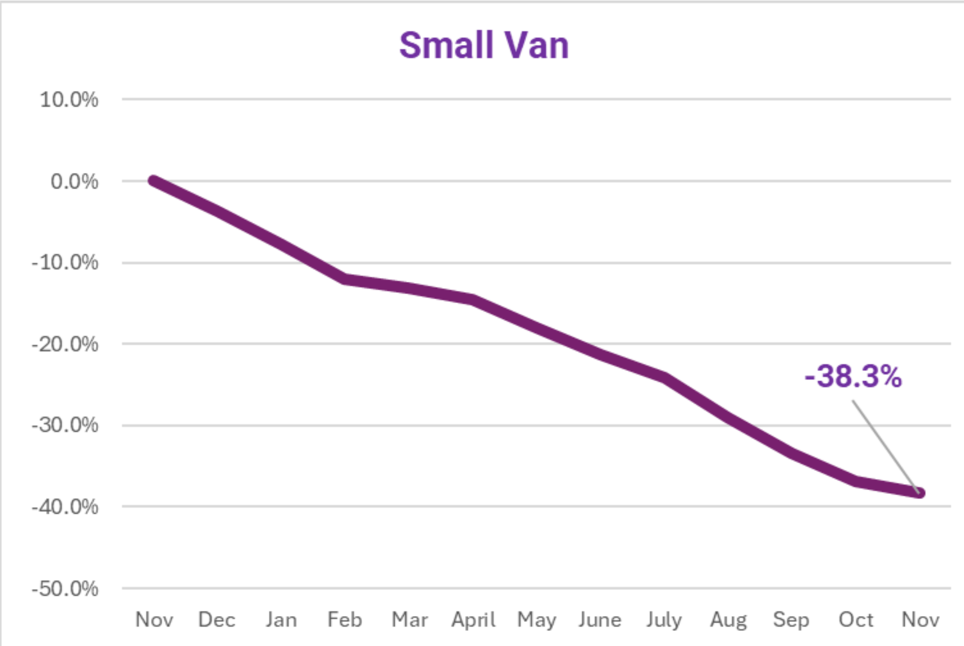
Commercial editorial

By cap hpi

Best-selling Small Vans by sales volume

44219 COMBO CARGO L2 DIESEL (2018 - 2024) - 2300 1.5 Turbo D 100ps H1 Sportive Van (19-21)
44515 BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 1000Kg Enterprise 100ps (19-21)
44398 PARTNER STANDARD DIESEL (2018 - 2024) - 1000 1.5 BlueHDi 100 Professional Van (19-21)
44218 COMBO CARGO L1 DIESEL (2018 - 2024) - 2300 1.5 Turbo D 100ps H1 Sportive Van (19-21)
51392 COMBO CARGO L2 DIESEL (2018 - 2024) - 2300 1.5 Turbo D 100ps H1 Dynamic Van (20-21)
42534 TRANSIT CONNECT 200 L1 DIESEL (2018 - 2021) - 1.5 EcoBlue 120ps Limited Van (18-21)
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)
44516 BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 1000Kg Driver 100ps (19-21)
42561 TRANSIT CONNECT 240 L2 DIESEL (2018 - 2024) - 1.5 EcoBlue 120ps Limited Van (18-21)

Small Van cumulative guide price movements – rolling 12 months



Overall, this sector performed at around 94.8% of CAP. On average the guide is down by **-1.4%** which takes the rolling year cumulative movement to **-38.3%**.

Small Van guide price movements by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
FIAT	-1.0%	-1.0%	-1.0%	-1.1%	-1.0%
FORD	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
MERCEDES-BENZ	-1.0%		-1.1%	-1.1%	-0.9%
NISSAN	-1.0%	-4.5%	-6.0%	-5.5%	-4.3%
PEUGEOT	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
RENAULT	-1.0%	-1.0%	-1.0%	-1.0%	-2.3%
TOYOTA	-0.9%	-1.0%	-1.0%	-0.8%	-1.0%
VAUXHALL	-1.0%	-0.9%	-1.0%	-1.1%	-1.0%
VOLKSWAGEN	-2.0%	-2.0%	-2.0%	-1.6%	-1.0%

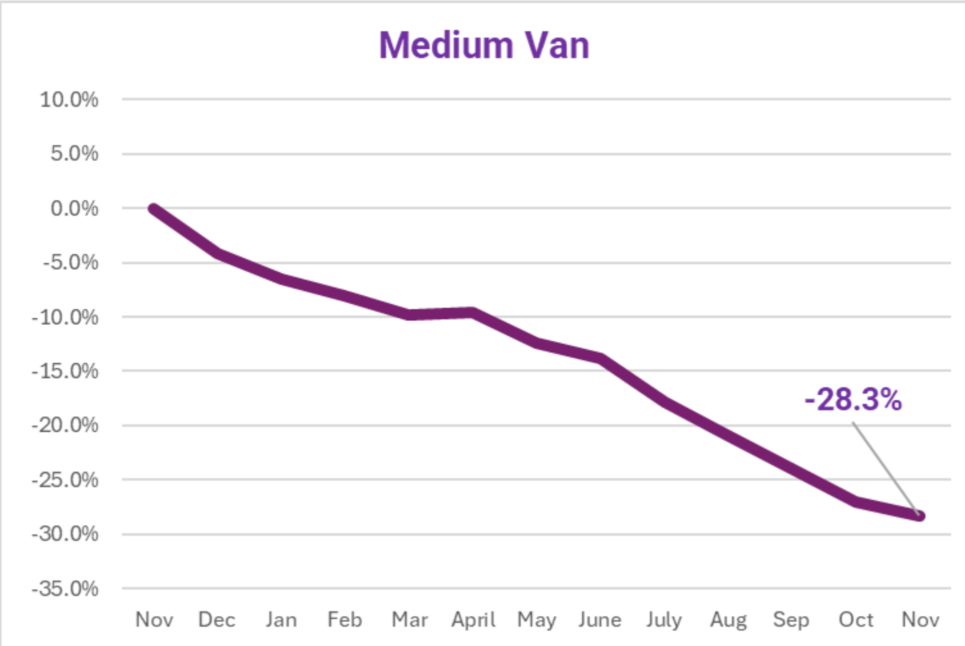
Commercial editorial

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)
45851 VIVARO L2 DIESEL (2019 - 2024) - 2900 1.5d 100PS Dynamic H1 Van (19-22)
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)
31650 VIVARO L1 DIESEL (2014 - 2019) - 2900 1.6CDTI 90PS ecoFLEX H1 Van (14-16)
44446 TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 105ps Low Roof Leader Van (19-23)
35836 TRANSIT CUSTOM 310 L1 DIESEL FWD (2012 - 2017) - 2.0 TDCi 105ps Low Roof Van (16-17)
44322 VIVARO L2 DIESEL (2019 - 2024) - 2900 1.5d 100PS Sportive H1 Van (19-22)
45899 TRANSPORTER T28 SWB DIESEL (2020 ---) - 2.0 TDI 110 Startline Van (20-)
35815 TRANSIT CUSTOM 290 L1 DIESEL FWD (2012 - 2017) - 2.0 TDCi 105ps High Roof Van (16-17)

Medium Van cumulative guide price movements – rolling 12 months



With an overall sector performance of 97.5%, the guide values have gone down by **-1.3%**, taking the rolling year cumulative movements to **-28.3%**.

Medium Van - guide price movements by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-2.1%	-3.0%	-3.0%	-3.0%	-3.1%
FIAT	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
FORD	-1.6%	-2.3%	-2.3%	-2.6%	-2.6%
HYUNDAI					-1.1%
MERCEDES-BENZ	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
NISSAN	-1.0%	-1.0%	-1.0%	-1.1%	-1.0%
PEUGEOT	-1.0%	-1.0%	-1.0%	-1.1%	-1.0%
RENAULT	-1.0%	-1.0%	-2.7%	-3.9%	-4.0%
RENAULT TRUCKS UK	-1.0%	-1.0%			
TOYOTA	-1.0%	-1.0%	-1.0%	-1.1%	-1.0%
VAUXHALL	-1.0%	-0.9%	-1.0%	-1.1%	-1.0%
VOLKSWAGEN	1.0%	1.0%	1.0%	1.0%	0.0%

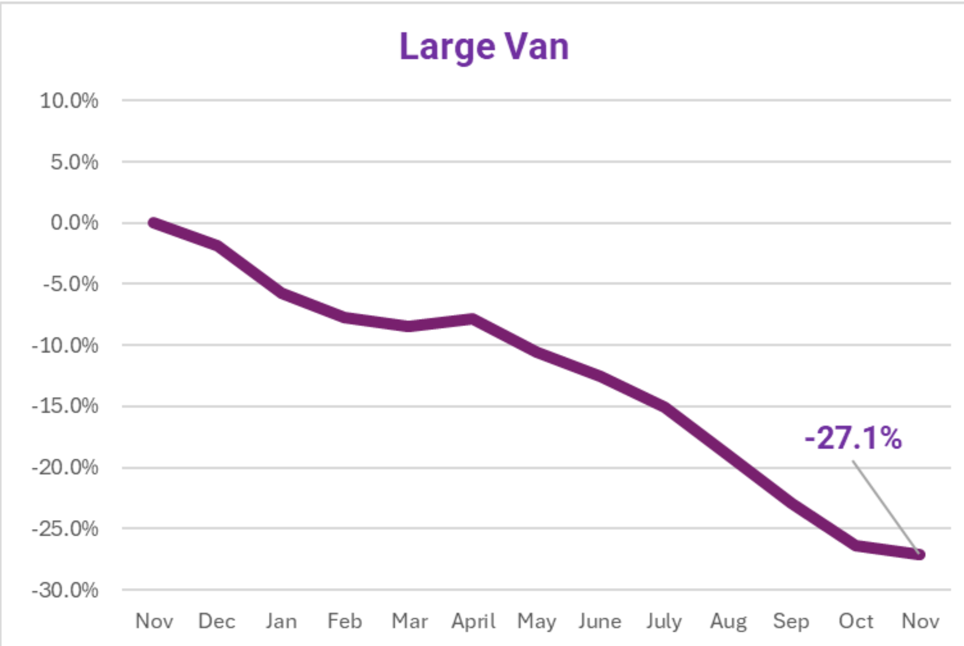
Commercial editorial

By cap hpi

Best-selling Large Vans by sales volume

31282 DUCATO 35 MWB DIESEL (2014 - 2023) - 2.3 Multijet High Roof Van 130 (14-19)
44585 TRANSIT 350 L3 DIESEL FWD (2019 ----) - 2.0 EcoBlue 130ps H2 Leader Van (19-)
45432 MOVANO 3500 L3 DIESEL FWD (2019 - 2021) - 2.3 Turbo D 135ps H2 Van (19-21)
42952 SPRINTER 314CDI L3 DIESEL RWD (2018 - 2021) - 3.5t H2 Van (18-21)
37909 TRANSIT 350 L3 DIESEL RWD (2014 - 2019) - 2.0 TDCi 130ps H3 Van (16-19)
44275 RELAY 35 L3 DIESEL (2014 - 2024) - 2.2 BlueHDi H2 Van 140ps Enterprise (19-23)
45311 BOXER 335 L3 DIESEL (2014 - 2024) - 2.2 BlueHDi H2 Professional Van 140ps (19-22)
41539 CRAFTER CR35 MWB DIESEL FWD (2017 ----) - 2.0 TDI 140PS Trendline High Roof Van (17-23)
41542 CRAFTER CR35 LWB DIESEL FWD (2017 ----) - 2.0 TDI 140PS Trendline High Roof Van (17-23)
44615 TRANSIT 350 L4 DIESEL RWD (2019 ----) - 2.0 EcoBlue 130ps H3 Leader Van (19-)

Large Van cumulative guide price movements – rolling 12 months



Overall, large van market prices have started to recover as seasonal demand increases from the parcel delivery segment.

With a price performance of 99.8% on average there is only a marginal decrease in guide prices for this edition.

The guide values have gone down by **-0.7%,** taking the rolling year cumulative movement to **-27.1%**.

Large van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-1.0%	-0.9%	-1.0%	-1.0%	-1.1%
FIAT	-2.8%	-3.0%	-3.0%	-3.0%	-3.0%
FORD	5.9%	5.9%	5.9%	5.9%	2.6%
IVECO	0.2%	1.0%	0.0%	0.0%	-0.5%
LDV					-0.8%
MAN	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%
MAXUS	2.0%	1.9%	1.9%	2.1%	
MERCEDES-BENZ	-1.0%	-1.0%	-1.0%	-1.0%	-1.5%
NISSAN	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%
PEUGEOT	-3.0%	-3.0%	-3.0%	-2.9%	-2.9%
RENAULT	-3.0%	-2.9%	-3.0%	-3.0%	-3.0%
RENAULT TRUCKS UK	-3.0%	-3.0%	-3.0%	-2.9%	-2.9%
VAUXHALL	0.3%	0.9%	-1.7%	-2.9%	-3.0%
VOLKSWAGEN	3.0%	2.9%	3.0%	2.9%	3.0%

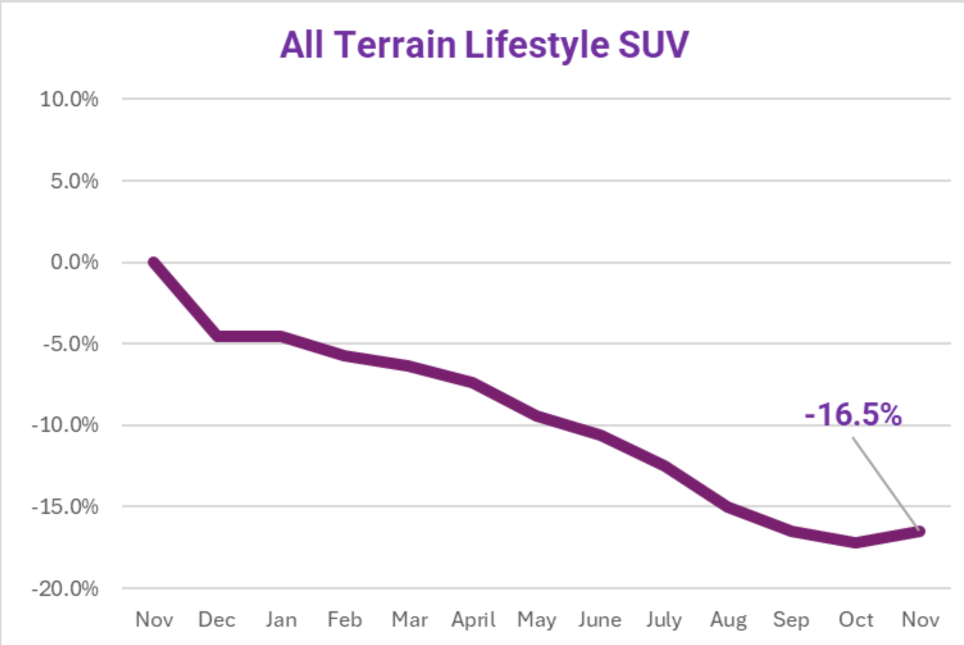
Commercial editorial

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)
35006	RANGER DIESEL (2015 - 2019) - Pick Up Double Cab Wildtrak 3.2 TDCi 200 Auto (15-19)
42438	X CLASS DIESEL (2017 - 2020) - 250d 4Matic Progressive Double Cab Pickup Auto (17-20)
49099	HILUX DIESEL (2020 ----) - Invincible X D/Cab Pick Up 2.8 D-4D Auto (20-24)
39511	NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 4WD Auto (16-19)
45402	NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 TT 4WD Auto (19-22)
56276	RANGER DIESEL (2022 ----) - Pick Up Double Cab Wildtrak 2.0 EcoBlue 205 Auto (22-)
45494	L200 DIESEL (2019 - 2021) - Double Cab DI-D 150 Barbarian X 4WD Auto (19-21)
44065	RANGER DIESEL (2019 - 2022) - Pick Up Double Cab Wildtrak 3.2 EcoBlue 200 Auto (19-20)
42439	X CLASS DIESEL (2017 - 2020) - 250d 4Matic Power Double Cab Pickup Auto (17-18)

All Terrain Lifestyle SUV cumulative guide price movements – rolling 12 months



With a sector average performance of 101.9%, strong demand forced up the prices of some models, notably Isuzu D-Max and Mitsubishi L200, which has masked the under-performance of other models in this range.

The downward price adjustments made to these under-performing models has resulted in an average downward movement of **-0.7%** in this edition, taking the cumulative movements for the rolling year to **-16.5%**.

All Terrain Lifestyle SUV guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT			-1.1%	-0.9%	-1.2%
FORD	-1.0%	0.4%	1.0%	0.8%	-0.1%
GREAT WALL				-1.0%	-0.8%
ISUZU	2.0%	2.0%	2.1%	1.1%	0.9%
MERCEDES-BENZ			0.9%	1.0%	0.9%
MITSUBISHI			2.6%	2.6%	2.8%
NISSAN		1.0%	0.9%	0.9%	1.0%
SSANGYONG	-1.1%	-1.1%	-1.0%	-0.9%	-1.0%
TOYOTA	-1.1%	-1.0%	-0.8%	0.6%	1.0%
VOLKSWAGEN	0.0%			0.0%	0.0%

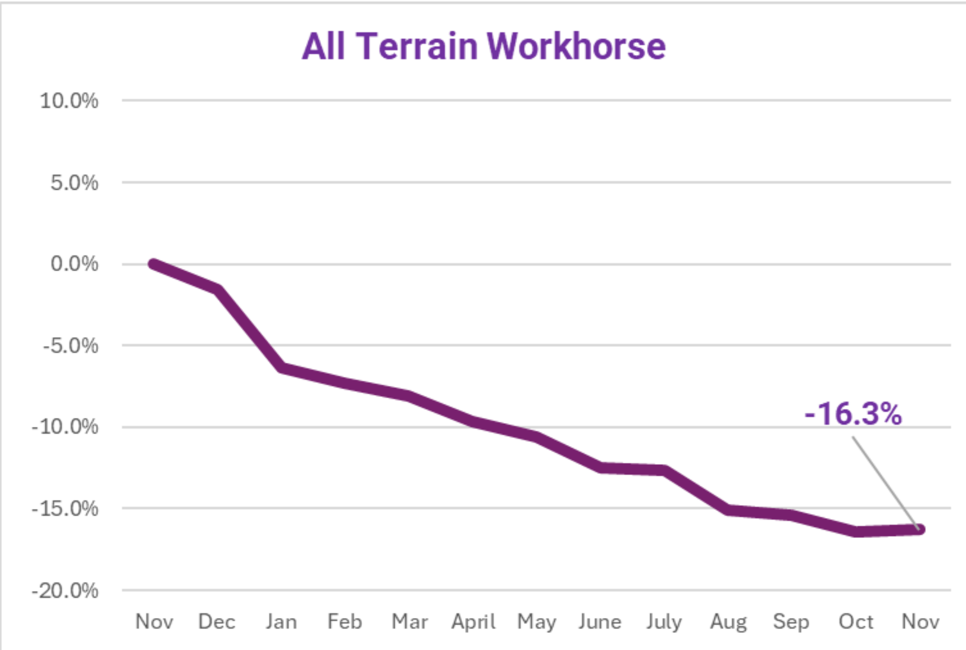
Commercial editorial

By cap hpi

Best-selling All Terrain Workhorse by sales volume

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)
34999 RANGER DIESEL (2015 - 2019) - Pick Up Double Cab XL 2.2 TDCi (15-19)
51475 DISCOVERY DIESEL (2020 ----) - 3.0 D300 HSE Commercial Auto (20-21)
51381 HILUX DIESEL (2020 ----) - Active Pick Up 2.4 D-4D (20-24)
35280 L200 DIESEL (2015 - 2019) - Double Cab DI-D 151 4Life 4WD (15-19)
34996 RANGER DIESEL (2015 - 2019) - Pick Up Super XL 2.2 TDCi (15-19)
29907 DISCOVERY DIESEL (2013 - 2019) - XS Commercial Sd V6 Auto (13-15)
21893 DEFENDER 110 LWB DIESEL (1990 - 2016) - Hard Top TDCi [2.2] (11-16)
30784 HILUX DIESEL (2011 - 2016) - Active D/Cab Pick Up 2.5 D-4D 4WD 144 (13-16)

All Terrain Workhorse cumulative guide price movements – rolling 12 months



The overall sector performance was strong 105.6%. However, after considering mileage and condition, the guide prices have gone down by **-0.1%.** This takes the rolling year cumulative movement to **-16.3%**.

All Terrain Workhorse guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
DACIA	0.0%	-0.1%	0.0%	-1.9%	-2.2%
FORD	-0.1%	0.0%	-0.1%	0.0%	0.0%
ISUZU	-2.0%	-2.0%	-2.0%	-0.9%	0.0%
LAND ROVER	-0.7%	-0.8%	-0.6%	-1.4%	-3.0%
MITSUBISHI			-0.7%	-0.7%	-0.8%
NISSAN		0.0%	-0.1%	-0.1%	-0.1%
SSANGYONG				-1.1%	-0.8%
SUZUKI	-1.0%	-1.2%	-1.0%		
TOYOTA	3.0%	3.0%	3.0%	2.9%	3.0%

Ken Brown
LCV Valuations Editor

November 2024

HGV market overview

The average number of trucks seen at auctions decreased slightly last month, whereas trailer entries saw a notable increase. Truck sales declined which is not good news, especially at a traditionally busier period of the year. If sales do not increase or remain aligned to stock levels, we may see values may come under pressure. Trailer sales increased significantly, possibly the result of a pick-up for the Christmas trade.

Even though vehicle stocks have decreased, buyer interest remains steady, that said they are not buying quite so much. This is often a suitable time of the year to sell because some operators require extra vehicles in the lead up to Christmas, one naturally has some concern towards post-Christmas when surplus equipment usually hits the market.

Plenty of fresh stock keeps arriving, which certainly helps trade, as it stimulates interest, especially late registered low mileage vehicles which remain sought after, particularly if it is something a little different to the normal fare.

Vehicles that continue to reappear at auctions present a continual challenge to both the vendor and the auction house, as trying to sell a vehicle that has already been widely viewed and dismissed by the trade is unlikely to result in a sale until the reserve value is reduced.

Dealers report that trade remains a little uncertain with some reducing the stocks they currently hold to mitigate against potential de-fleets early next year which could affect values and result in potential financial loss.

Used truck and trailer statistics.

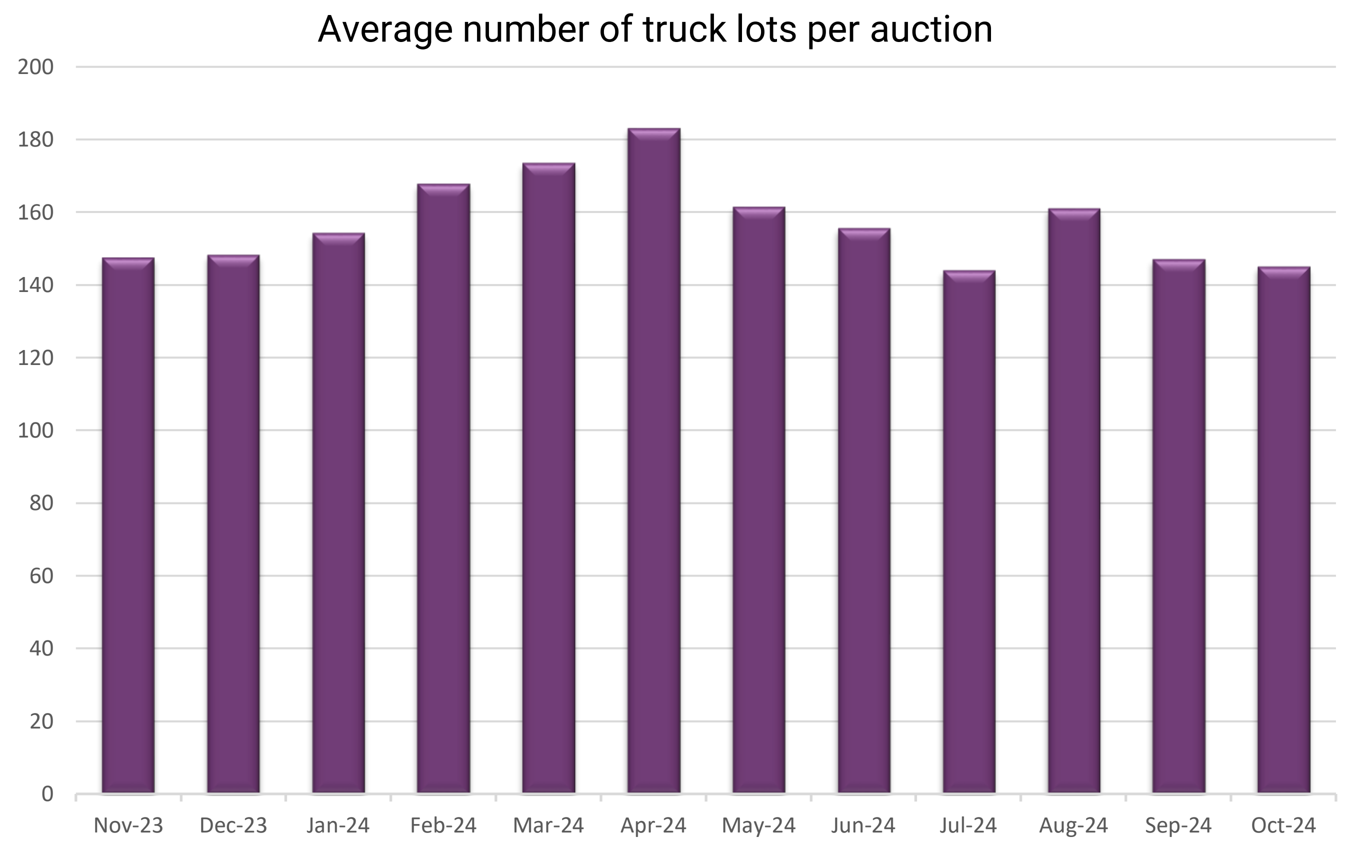
Over the last month the average number of truck entries at auctions fell by 1.4%, with on-the-day sales decreased by 11.1%. Sales were also 11.1% less in October last year when the average number of entries per auction was 2.8% less than this year.

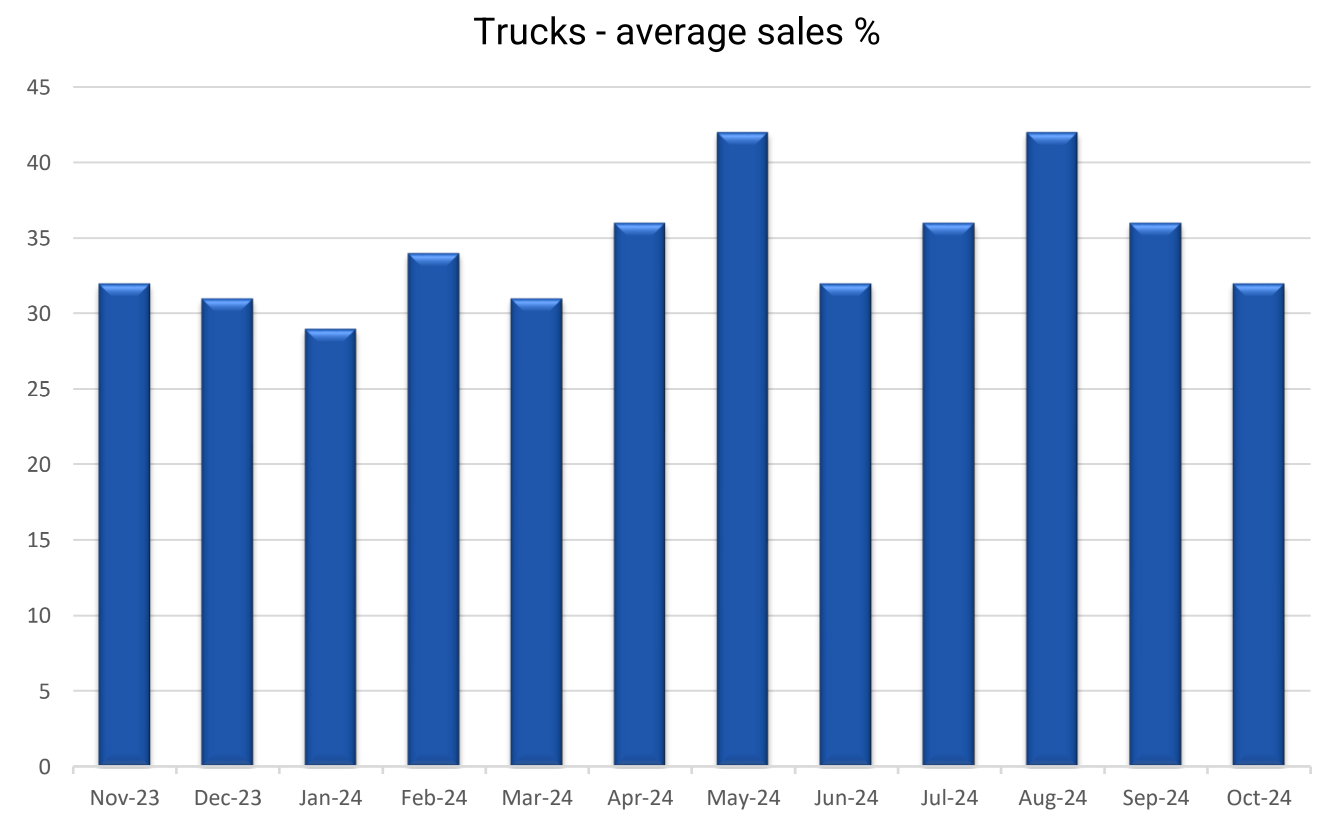
Trailer entries have increased by 24.1% since last month and sales increased by 55.6%. Sales were 33.3% greater than last October when the average number of entries was 5.6% less than this year.

Over the previous month the number of vehicles under seven years of age increased by 2.7% whilst vehicles over nine years old decreased by 0.4%. Trailers saw an increase of 0.2% in those under seven years of age and those over nine-year-old increased by 0.4%.

The above statistics are based on seven auctions and 773 total lots offered up to and including the 21st of 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 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.

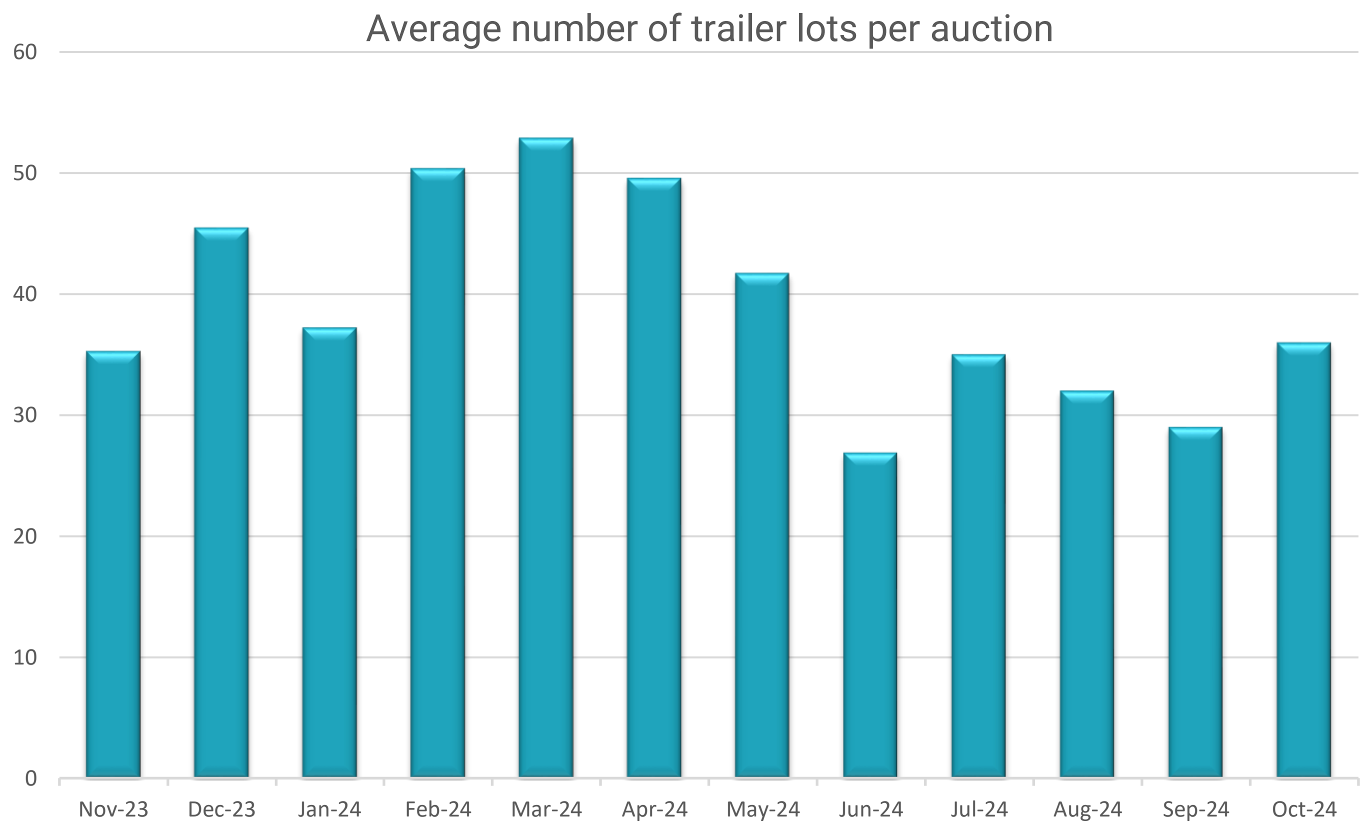

Average number of truck lots per auction
200
180
160
140
120
100
80
60
40
20
0
Nov-23
Dec-23
Jan-24
Feb-24
Mar-24
Apr-24
May-24
Jun-24
Jul-24
Aug-24
Sep-24
Oct-24

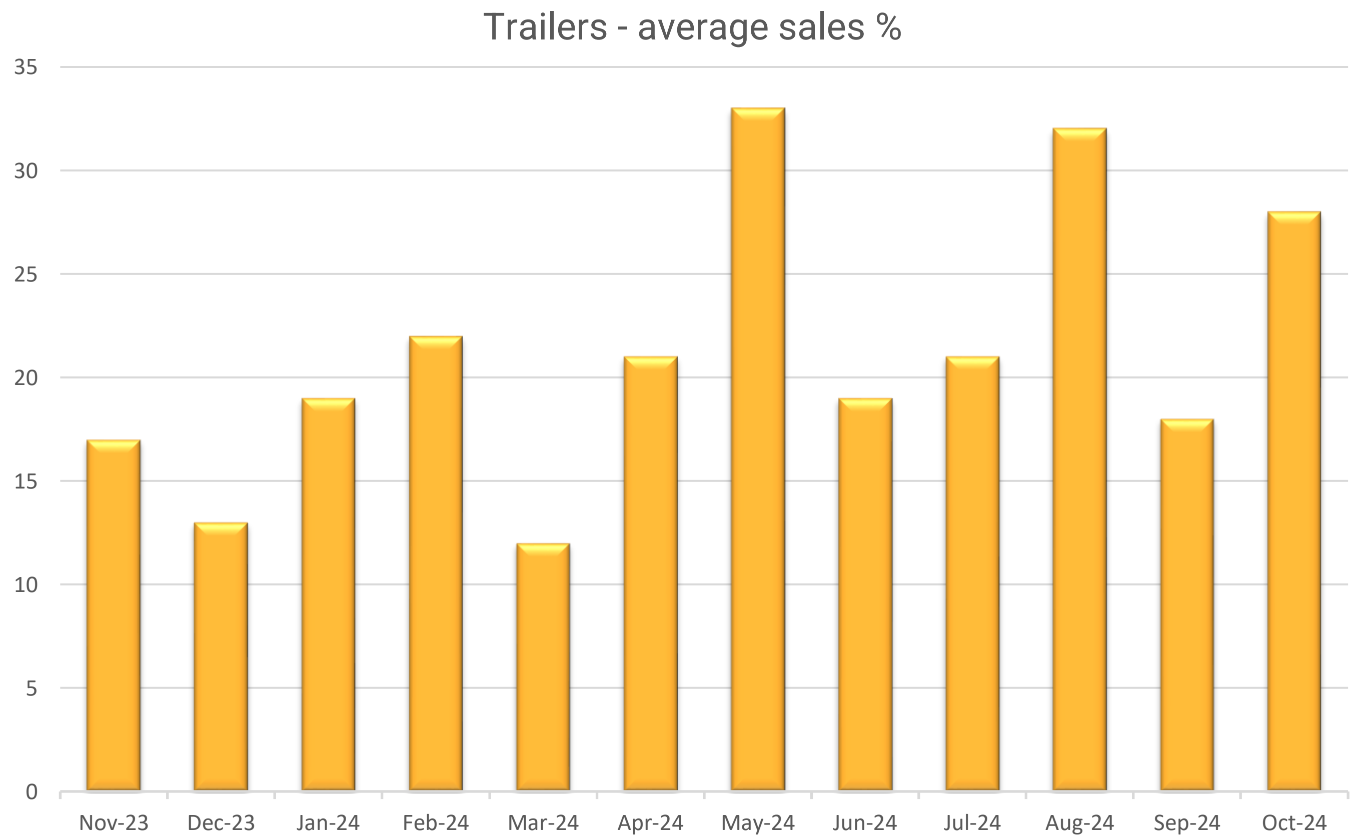

Trucks - average sales %
45
40
35
30
25
20
15
10
5
0
Nov-23
Dec-23
Jan-24
Feb-24
Mar-24
Apr-24
May-24
Jun-24
Jul-24
Aug-24
Sep-24
Oct-24

Commercial editorial

By cap hpi

The next two graphs, 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.

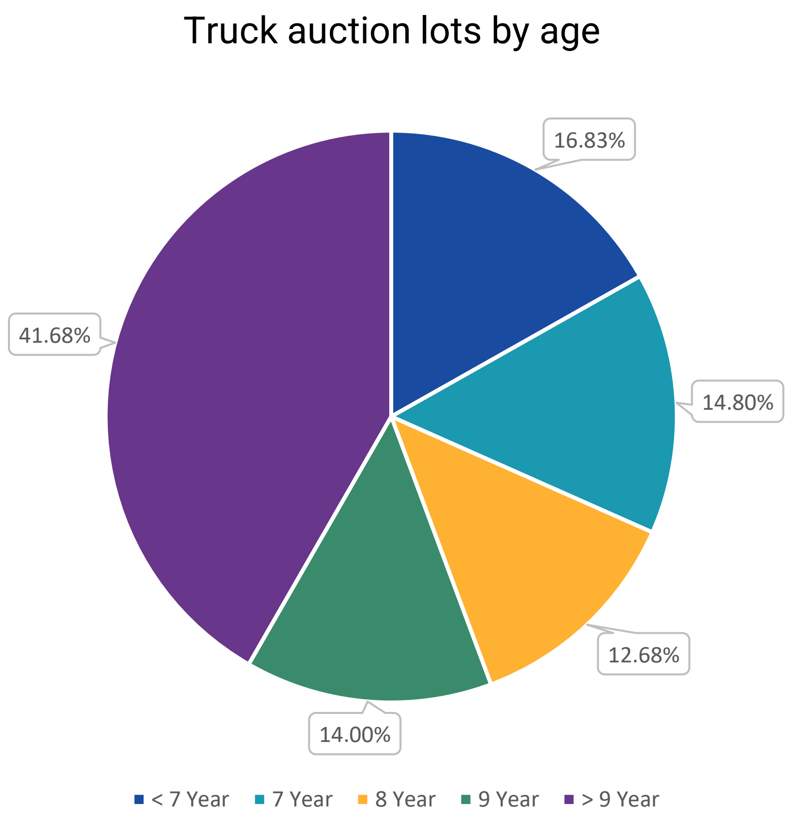


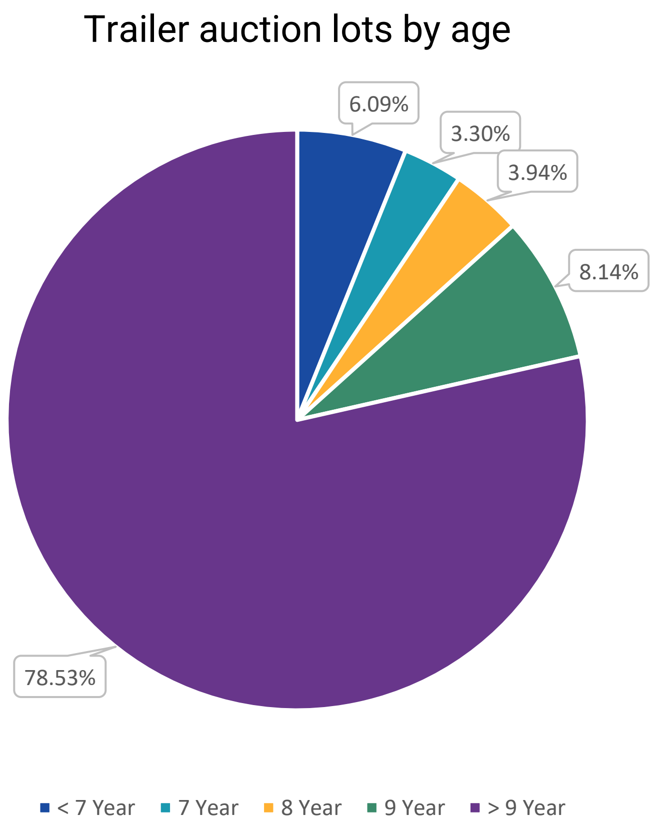


Commercial editorial

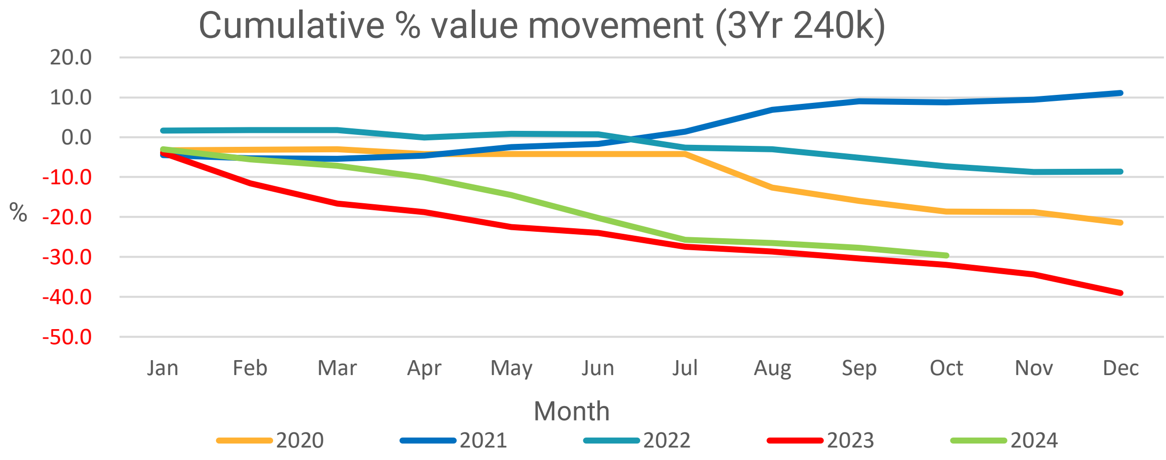
By cap hpi

The following illustrates the age profile of trucks and trailers seen at auctions during 2024. The age of entries shown as a percentage of the total truck and trailer lots viewed.





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



Figures for all the above graphs are correct up to and including 21st October 2024.

Sector Summary

7.5t to 12t vehicles - Euro 6

- Values of most types have remained stable. Once again, there are a few models where values have declined, and several values have increased.

Currently, 7.5 tonne stock is plentiful, notably boxes and, to a lesser extent, curtains and dropsides, so the values of a few variants are still struggling a little. The number of tippers seems to have abated a little, which is good news, as we are approaching that time of the year when sales tend to decline.

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

Car transporters continue to provoke interest, as was the case with a batch of yellow 12-tonne crew cab MAN TGL tilt and slides from a well-respected national breakdown provider.

7.5-tonne hot boxes are rarely seen; a pair of them, much less so! A couple of recent auction entrants were a day cab Isuzu N75.190 on a 21 plate, with only 4,700 kilometres, which sold for £30,200, and its sister vehicle on a 2021 71 plate, which had 15,500 kilometres, sold for £30,000.

13t to 18t vehicles - Euro 6

- Values of most types have remained stable. Once again, there are a few models where values have declined, and several values have increased.

The values of just a few types have once again fallen as stocks of particular models remain high, specifically DAF, a result of it being the market leader in this sector.

Some vendors are still aspiring to achieve unrealistically high returns and are therefore setting reserve values a little too high. The constant flow of Euro DAF LF boxes and fridges shows little sign of abating, and skips can easily be found on a selection of chassis; however, sales are slow even for the few late-registered ones recorded at auction.

Traffic management dropsides, some with crash cushions, continue to appear regularly, especially on Iveco Eurocargo chassis. While they are not the most popular purchase and would have had a high capital cost, realistic reserve values are being placed upon them, so many are selling at the first attempt. One example was a 19-plate Eurocargo ML180E250S with 91,000 kilometres, which sold for £20,500.

A number of 4x2 gritters provoked good interest, which often occurs at this time of year. Gully suckers and cement mixers have also appeared and whilst the best ones sell, condition often prevents a quick sale.

One example of a Gully sucker seen during the month was an 18 tonne day cab DAF FA LF230 on a 2020 69 plate with 65,000 kilometres sold for £65,200.

Cement mixer wise a day cab Mercedes Arocs 1832K on a 16 plate with 321,000 kilometres sold for £7,400, whilst possibly the star of the month was a 2020 70 plate day cab DAF FA LF260 beavertail with 16,500 kilometres which sold for £55,000.

Multi-wheelers - Euro 6

- Values of three axle vehicles have remained stable. Once again, there are a few models where values have declined, and several values have increased.
- The values of most four axle models remain unchanged, the exception again being some tipper values which have declined.

The sizeable number of 8x4 tippers is not helping values. Despite many finding new homes, many values are in decline, whereas those fitted with grabs continue to be in high demand and usually provoke strong interest when they appear at auction.

Other derivatives are less common, and values fall and rise depending on availability, which is the case with some three-axle examples this month.

Interesting auction lots included a 2023 72-plate DAF FAD CF450 tipper grab with 31,000 kilometres, which sold for £90,000. A sister vehicle on a 2022 72-plate with 35,000 kilometres sold for £89,000.

A 2018 67-plate day cab DAF FAR CF340 beavertail with 145,000 kilometres sold for £31,500, and a MAN TGM 26.290 BB 6x4 day cab gritter on a 2015 65-plate with just 65,000 kilometres sold for £13,000.

Tractor units - Euro 6

- The values of most three-axle models remain unchanged. The few decreases that have occurred were outnumbered by increased values for other models.
- The values of most 4x2s remain unchanged.

Little has changed in this sector, where values finally appear to have settled after months of decline. Whether this will continue for any length of time is unknown and may be compromised by surplus vehicles arriving in the market after Christmas.

4x2 vehicles are less numerous presently, which is aiding values as they have remained stable again this month. 6x2 tractor units remain numerous, but apart from a couple of models that have seen values increase a little, most have seen values stay the same as sales continue to flow just as quickly as fresh stock appears.

Trailers

- Trailers – Values have remained steady for most types, with only curtains and skeletal decreasing in value.

An increase in volume, along with an increase in sales, has resulted in the values of most types being unchanged.

The number of skeletals has increased. Up until recently, only a few have been available, with the tidiest examples selling well. Increased volume (including some stacks of three) has seen values fall a little, along with curtains, which are also numerous at present.

Rob Smith
HGV Valuations Editor