Commercial editorial

By cap hpi

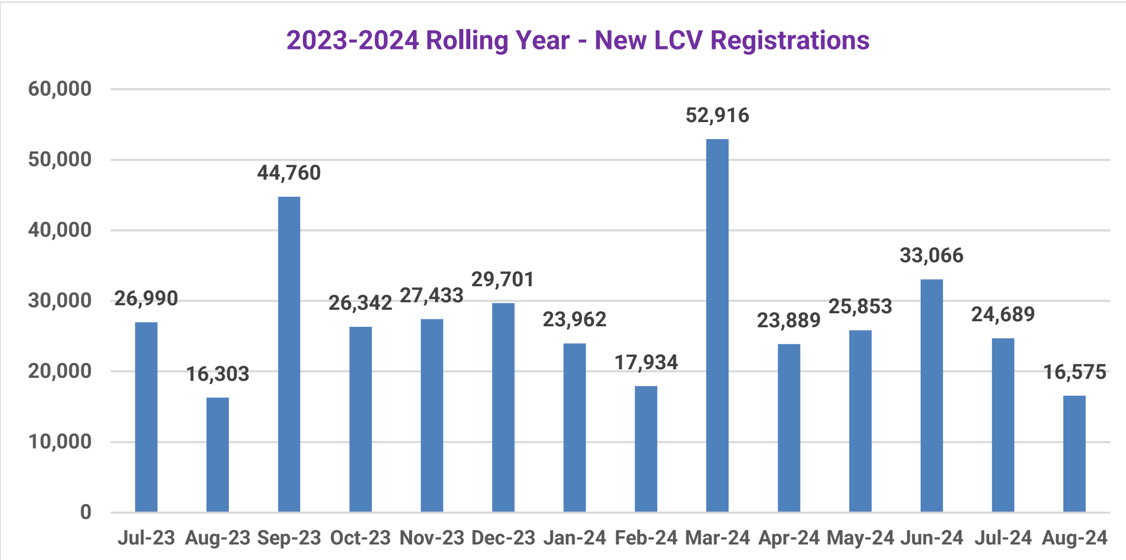
October 2024

LCV market overview

For what it's worth

August New LCV Registrations

According to the latest figures from the SMMT, 16,575 new LCVs were registered in August. That's a decrease of 32.9% (8,114) compared to the July registrations. However, August 2024 new LCV registrations were up by 272 (1.66%) compared to August 2023.



Source SMMT

Year	YTD Regs Comparison
2019	222,280
2020	136,577
2021	215,119
2022	163,106
2023	196,916
2024	218,884

As we wait for the SMMT to publish the September registration figures, assuming that sales of new LCVs continue in the same vein, history tells us to expect a sharp rise in registrations on the new plate. Despite the apparent lack of growth in the economy, new LCV registrations are remarkably strong. Does this suggest that a substantial proportion of these are replacements for existing fleets, rather than representing a growth in the LCV parc? If so, will we see a large influx of used LCVs in the used market throughout October and November, similar to the outcome of the March plate?

Used LCV wholesale market

For what seems like an eternity we have been reporting that the market has been over-supplied with high mileage, so-called vanilla stock, a high proportion of which are damaged. Trade buyers have tended to avoid these, even if the vendors have been prepared to let them go for fair market prices.

This is completely understandable with market prices falling each month. With so many damaged vehicles in the market, long bodyshop lead times and delays getting hold of spare parts, buyers face the prospect of market prices falling even further by the time a vehicle is ready to go on sale.

Thankfully, we are hearing there are fewer of these vehicles in the market now and we can expect to see the quality of stock improving. However, there are still pockets of this vanilla, damaged stock around, consequently there are likely to be regional variances in auction house conversion rates and price performances against the guide.

Signs of improving market conditions

In last month's edition, with reports of early signs of improvement in the used LCV market, we questioned if the tide was turning. Whilst there are mixed views on this from the auction officials we've spoken to over the past month, looking forwards, most are optimistic, as sales conversion rates and price performance continues to improve. We have also continued to hear reports of large, known car dealers actively taking part in LCV sales, as mentioned last month.

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 -2.6%.

Unfortunately, the optimism expressed by the auction houses doesn't seem to be reflected in the prices that trade buyers are prepared to pay. When you drill down further into the details, there are have been much larger downward movements at sector and model range levels.

Indicative guide price movements by sector

Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
City Van	-2.8%	-2.9%	-3.0%	-2.9%	-3.0%
Small Van	-3.0%	-3.6%	-3.6%	-3.7%	-3.9%
Medium Van	-2.8%	-3.1%	-3.1%	-2.8%	-3.5%
Large Van	-3.0%	-3.4%	-3.5%	-3.3%	-4.3%
Chassis - Derived	-1.5%	-2.0%	-2.1%	-1.5%	-1.6%
All Terrain Lifestyle	0.7%	-0.1%	-0.7%	-0.5%	-0.4%
All Terrain Workhorse	-0.5%	-0.8%	-1.1%	-0.4%	-0.6%
Mini-bus	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
Vat Qualifying	-1.9%	-2.3%	-2.6%	-2.4%	-2.2%

Indicative guide price movements by fuel types

Fuel Types	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
Diesel	-2.2%	-2.5%	-2.5%	-2.1%	-2.6%
Petrol	-2.8%	-3.0%	-3.1%	-3.3%	-3.5%
Electric	-3.7%	-3.8%	-3.8%	-3.8%	-4.1%
Petrol Parallel PHEV	-1.9%		-3.0%	-2.9%	-3.1%
Petrol Series PHEV	-3.9%	-3.7%	-3.3%	-3.3%	-2.8%
Petrol/Electric Hybrid	-1.0%	-1.1%			

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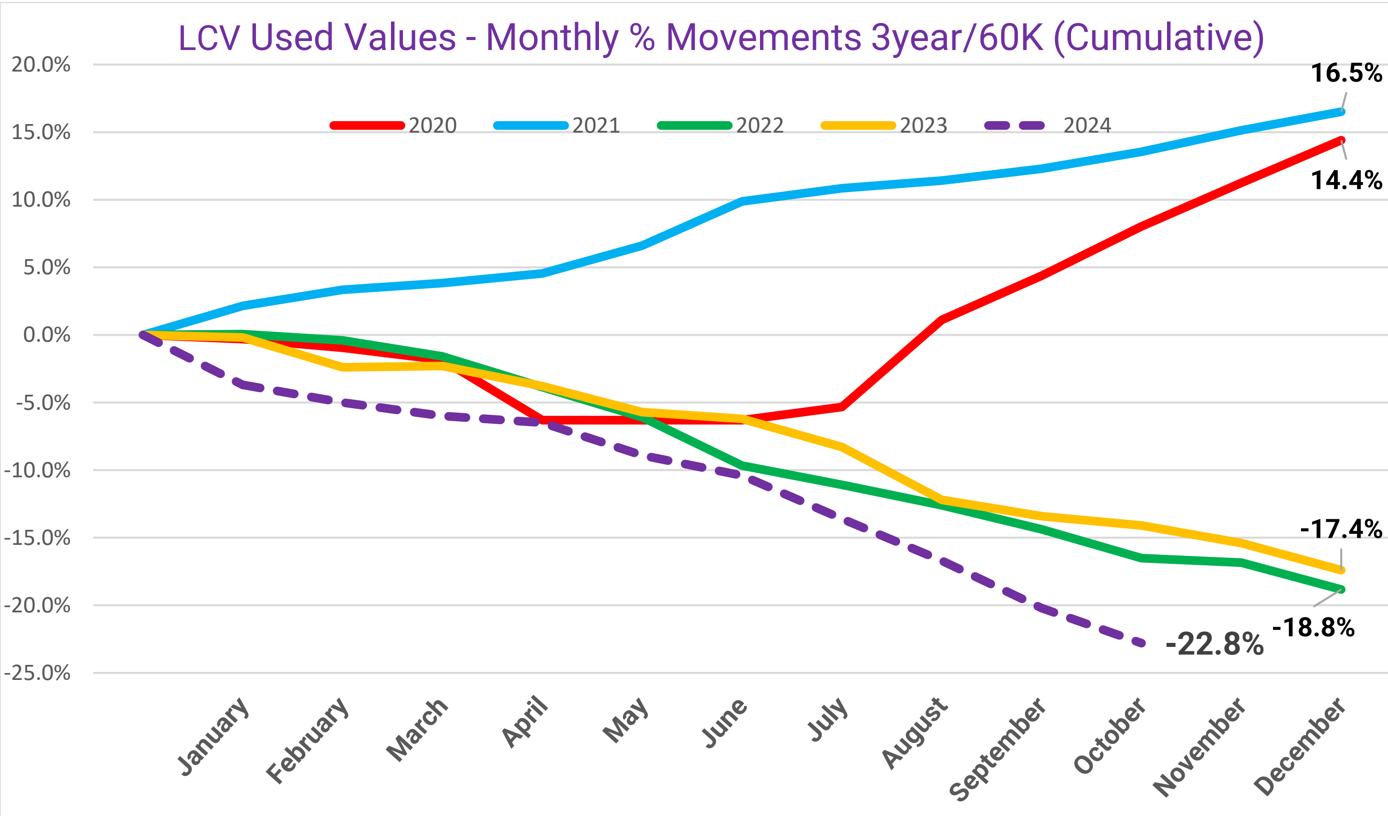
Indicative guide price movements by battery electric sector

BEV Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
E City Van		-1.0%	-0.9%	-0.9%	
E Small Van	-4.0%	-4.0%	-4.0%	-4.0%	-4.1%
E Medium Van	-4.0%	-4.0%	-4.0%	-4.0%	
E Large Van	-5.0%	-5.0%	-5.0%	-5.0%	-4.9%
E Chassis - Derived	-2.0%	-2.0%	-2.0%	-2.0%	-2.1%
E 4x4 Pick-up Lifestyle SUV	-4.0%	-4.2%			
E Mini-bus					-3.4%
E Vat Qualifying	-2.8%	-2.5%	-3.0%	-2.9%	-2.8%

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

The chart below depicts the stark contrast in guide price movements between 2020 and 2024. The purple dotted line represents the cumulative YTD guide price movements of -22.2%.



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Research data – sector market share trends

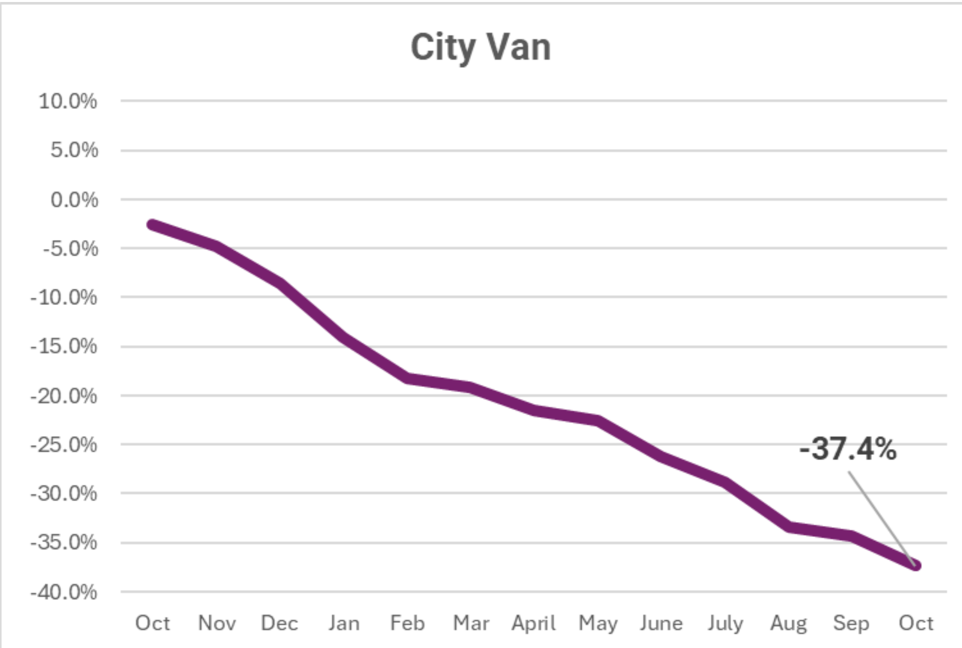
LCV Sector	Jun-24	Jul-24	Aug-24
City Van	2.8%	3.1%	2.8%
Small Van	22.1%	21.6%	21.9%
Medium Van	32.2%	32.8%	35.2%
Large Van	20.0%	19.0%	17.8%
Over 3.5T	0.0%	0.1%	0.1%
All Terrain Workhorse	1.8%	1.8%	1.5%
4x4 Pick-up Lifestyle SUV	11.3%	11.4%	10.4%
Forward Control Vehicle	0.1%	0.1%	0.1%
Chassis - Derived	5.2%	6.1%	6.2%
Mini-bus	1.0%	0.6%	0.6%
Vat Qualifying	2.3%	2.2%	2.0%

This table shows the monthly sales transaction data we collect for the various LCV sectors. Due to the large amount of data represented in this table, subtle percentage variances can amount to a sizeable number of sales transactions.

Best-selling City Vans by sales volume

26324	FIESTA DIESEL (2012 - 2017) - 1.5 TDCi Van (12-17)
24217	NEMO DIESEL (2008 - 2017) - 1.3 HDi Enterprise [non Start/Stop] (11-16)
38043	BIPPER DIESEL (2008 - 2017) - 1.3 HDi 80 Professional (16-17)
20844	CORSAVAN DIESEL (2011 - 2014) - 1.3 CDTi 16V ecoFLEX Van (11-12)
42517	TRANSIT COURIER PETROL (2014 - 2023) - 1.0 EcoBoost Van [6 Speed] (18-19)
25432	CLUBVAN DIESEL (2012 - 2014) - 2.0 Cooper D Van Auto (12-14)
9734	ASTRAVAN DIESEL (2006 - 2012) - Sportive 1.7 CDTi Van (06-11)
34481	FIESTA DIESEL (2012 - 2017) - 1.5 TDCi Sport Van (15-17)
21681	ASTRAVAN DIESEL (2006 - 2012) - Sportive 1.7 CDTi 125ps Van (11-12)
24229	BIPPER DIESEL (2008 - 2017) - 1.3 HDi 75 S [SLD] [non Start/Stop] (11-16)

City Van cumulative guide price movements – rolling 12 months



The performance of the City Van sector for July was 88.4% of CAP. After considering condition and sold volumes, the average downward guide price movement in this edition has been tempered to **–3%** taking the rolling year cumulative movement to **-37.4%**

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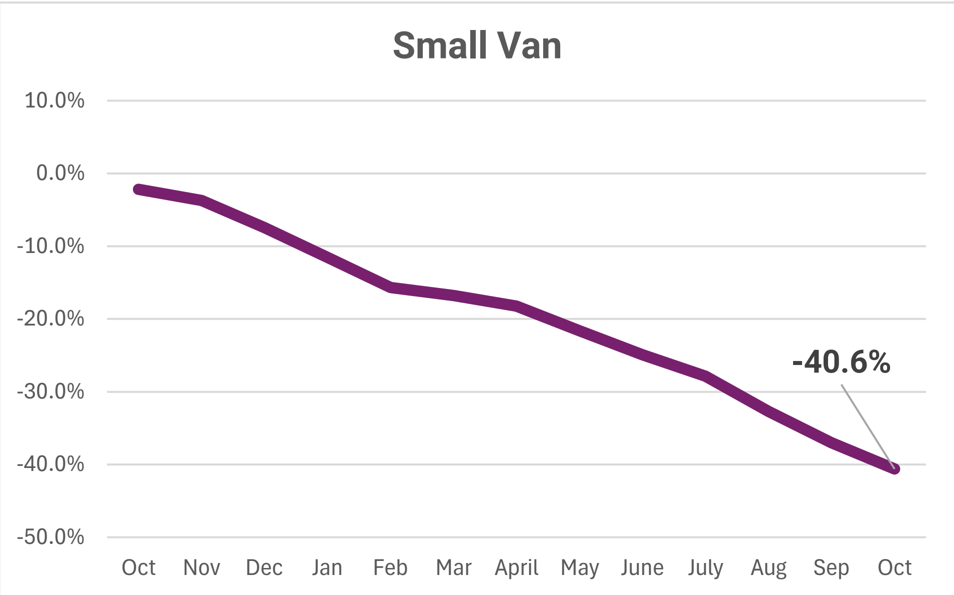
City Van guide price movements by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
Fiat	-3.00%	-3.00%	-3.00%	-2.90%	-3.00%
Ford	-2.00%	-3.00%	-3.00%	-3.00%	-3.00%
Toyota	-1.00%	-1.10%			

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)
44398 PARTNER STANDARD DIESEL (2018 - 2024) - 1000 1.5 BlueHDi 100 Professional Van (19-21)
44514 BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 650Kg Enterprise 75ps (19-21)
42561 TRANSIT CONNECT 240 L2 DIESEL (2018 ----) - 1.5 EcoBlue 120ps Limited Van (18-21)
44218 COMBO CARGO L1 DIESEL (2018 - 2024) - 2300 1.5 Turbo D 100ps H1 Sportive Van (19-21)
34756 CADDY C20 DIESEL (2015 - 2020) - 2.0 TDI BlueMotion Tech 102PS Startline Van (15-20)
34454 PARTNER L1 DIESEL (2015 - 2018) - 850 S 1.6 BlueHDi 100 Van (15-18)
42531 TRANSIT CONNECT 200 L1 DIESEL (2018 - 2021) - 1.5 EcoBlue 100ps Van (18-19)
38471 BERLINGO L1 DIESEL (2008 - 2018) - 1.6 BlueHDi 625Kg Enterprise 75ps (16-18)
22438 PARTNER L1 DIESEL (2008 - 2015) - 850 1.6 HDi 92 Professional Van (11-15)

Small Van cumulative guide price movements – rolling 12 months



Overall, this sector performed at around 92.6% of CAP. On average the guide is down by **-3.6%,** which takes the rolling year cumulative movement to -**40.6%.**

Small Van guide price movements by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-3.0%	-3.0%	-3.0%	-2.9%	-3.0%
FIAT	-2.3%	-4.6%	-5.5%	-5.5%	-5.1%
FORD	-3.3%	-4.0%	-3.9%	-4.0%	-3.9%
MERCEDES-BENZ	-1.0%		-5.8%	-5.8%	-5.9%
NISSAN	-3.0%	-3.0%	-3.0%	-3.0%	-2.9%
PEUGEOT	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%
RENAULT	-4.0%	-4.0%	-4.0%	-4.0%	-3.9%
TOYOTA	-3.0%	-3.2%	-2.9%	-3.0%	-3.0%
VAUXHALL	-1.7%	-2.1%	-2.1%	-2.1%	-2.1%
VOLKSWAGEN	-4.0%	-4.0%	-3.9%	-4.4%	-4.9%

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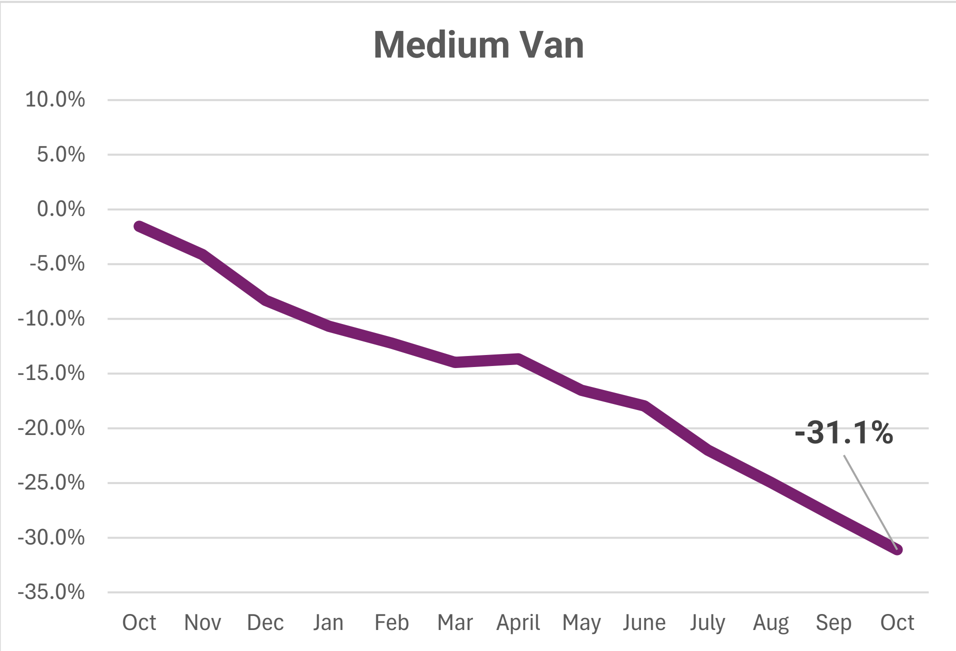
Best-selling Medium Vans by sales volume

42060 TRANSIT CUSTOM 280 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-23)
42069 TRANSIT CUSTOM 300 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)
44483 TRANSIT CUSTOM 300 L2 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)
42058 TRANSIT CUSTOM 280 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 105ps Low Roof Trend Van (17-23)
25441 TRANSIT CUSTOM 270 L1 DIESEL FWD (2012 - 2017) - 2.2 TDCi 125ps Low Roof Limited Van (12-16)
45852 VIVARO L2 DIESEL (2019 - 2024) - 3100 2.0d 120PS Dynamic H1 Van (19-21)
39359 DISPATCH M DIESEL (2016 - 2024) - 1400 2.0 BlueHDi 120 Van Enterprise (16-21)
42063 TRANSIT CUSTOM 280 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 170ps Low Roof Limited Van Auto (17-23)

Medium Van cumulative guide price movements – rolling 12 months



With an overall sector performance of 94.7%, the guide values have gone down by **-3.1%,** taking the rolling year cumulative movements to **-31.1%**.

Medium Van - guide price movements by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-4.4%	-5.9%	-5.9%	-6.0%	-5.8%
FIAT	-4.0%	-3.9%	-3.9%	-4.0%	-4.0%
FORD	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%
HYUNDAI					-4.0%
MERCEDES-BENZ	-5.0%	-4.9%	-5.0%	-2.8%	-1.1%
NISSAN	-4.0%	-4.0%	-4.0%	-3.9%	-3.9%
PEUGEOT	-3.6%	-5.0%	-4.9%	-5.0%	-5.0%
RENAULT	-1.0%	-1.0%	-1.0%	-1.0%	-3.8%
RENAULT TRUCKS UK	-1.0%	-1.0%			
TOYOTA	-3.9%	-3.8%	-3.7%	-3.8%	-4.1%
VAUXHALL	-1.9%	-3.0%	-3.0%	-2.9%	-3.0%
VOLKSWAGEN	-1.0%	-1.0%	-1.0%	-1.0%	-4.0%

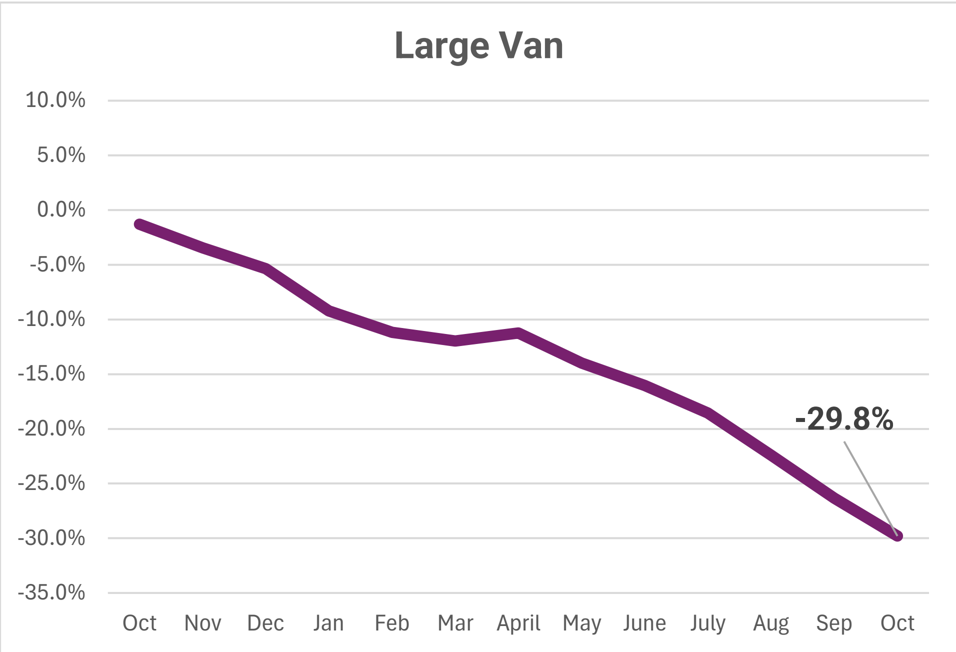
Commercial editorial

By cap hpi

Best-selling Large Vans by sales volume

42952 SPRINTER 314CDI L3 DIESEL RWD (2018 - 2021) - 3.5t H2 Van (18-21)
49244 SPRINTER 315CDI L3 DIESEL RWD (2020 ----) - 3.5t H2 Progressive Van (20-)
37909 TRANSIT 350 L3 DIESEL RWD (2014 - 2019) - 2.0 TDCi 130ps H3 Van (16-19)
45311 BOXER 335 L3 DIESEL (2014 - 2024) - 2.2 BlueHDi H2 Professional Van 140ps (19-22)
38206 BOXER 440 L4 DIESEL (2014 - 2024) - 2.0 BlueHDi H2 Window Van 130ps (16-19)
44615 TRANSIT 350 L4 DIESEL RWD (2019 ----) - 2.0 EcoBlue 130ps H3 Leader Van (19-)
41532 CRAFTER CR35 LWB DIESEL FWD (2017 ----) - 2.0 TDI 102PS Startline High Roof Van (17-23)
44606 TRANSIT 350 L3 DIESEL RWD (2019 ----) - 2.0 EcoBlue 130ps H3 Leader Van (19-)
38269 MOVANO 35 L3 DIESEL FWD (2010 - 2019) - 2.3 CDTI H2 Van 130ps (16-19)
38198 BOXER 335 L3 DIESEL (2014 - 2024) - 2.0 BlueHDi H2 Professional Van 130ps (16-19)

Large Van cumulative guide price movements – rolling 12 months



At 94.4%, the average market price of large panel vans continued to fall last month. In this edition, the guide prices have gone down on average by **-3.5%**, taking the rolling year cumulative movement to **-29.8%.**

Large van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-5.0%	-5.0%	-5.0%	-5.0%	-4.9%
FIAT	-5.6%	-6.0%	-5.9%	-5.9%	-5.9%
FORD	-1.0%	-1.0%	-1.0%	-1.0%	-3.5%
IVECO	-2.6%	-3.0%	-3.0%	-3.0%	-4.5%
LDV					-4.9%
MAN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
MAXUS	-5.0%	-5.0%	-4.9%	-4.8%	
MERCEDES-BENZ	-5.0%	-5.0%	-5.0%	-5.1%	-5.0%
NISSAN	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%
PEUGEOT	-5.0%	-4.9%	-4.9%	-5.0%	-5.0%
RENAULT	-5.0%	-5.0%	-5.0%	-4.9%	-5.0%
RENAULT TRUCKS UK	-5.0%	-4.9%	-5.0%	-5.0%	-5.0%
VAUXHALL	-3.1%	-3.9%	-4.0%	-3.9%	-5.6%
VOLKSWAGEN	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%

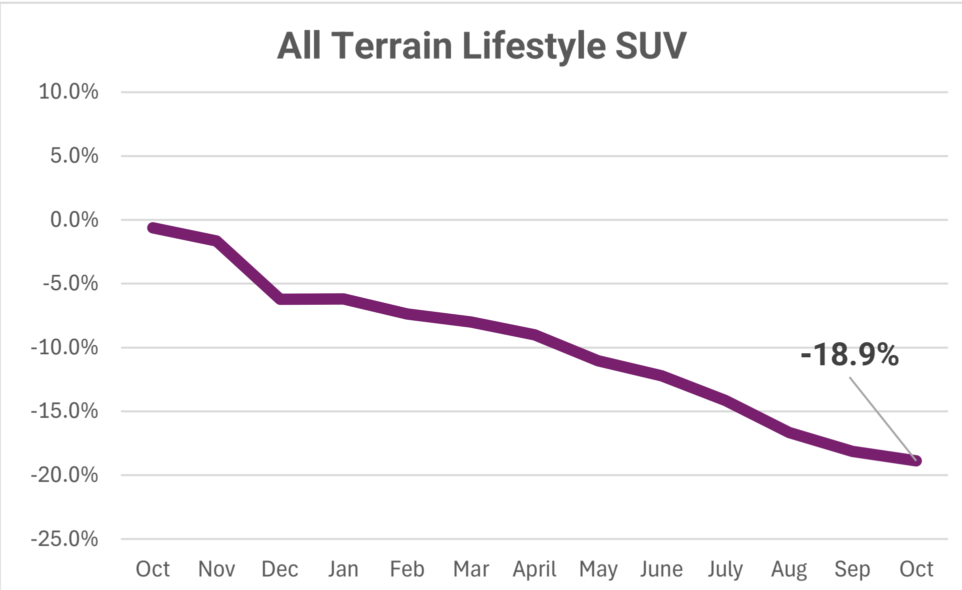
All Terrain (Lifestyle SUV and workhorse sectors)

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 ancillary equipment. This is a particularly relevant point for 4x4 Pickups, as many have extras fitted to them including lockable load covers or hardtops and winches, which are highly desirable to retail buyers.

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)
25079 AMAROK A32 DIESEL (2011 - 2016) - D/Cab Pick Up Highline 2.0 BiTDI 180 BMT 4MTN Auto (12-16)
45401 NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 TT 4WD (19-22)
35284 L200 DIESEL (2015 - 2019) - Double Cab DI-D 178 Barbarian 4WD (15-19)
51387 HILUX DIESEL (2020 ----) - Icon D/Cab Pick Up 2.4 D-4D (20-24)
43109 AMAROK A33 DIESEL (2016 - 2020) - D/Cab Pick Up Highline 3.0 V6 TDI 258 BMT 4M Auto (18-20)
44060 RANGER DIESEL (2019 - 2022) - Pick Up Double Cab Limited 1 2.0 EcoBlue 170 (19-22)
39511 NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 4WD Auto (16-19)

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



With a sector average performance of 100.3% of CAP. on average the guide prices have gone down by **-0.7%** in this edition, taking the cumulative movements for the rolling year to **-18.9%.**

All Terrain Lifestyle SUV guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT			-0.8%	-1.1%	-1.1%
FORD	-1.0%	-1.2%	-1.4%	-1.4%	-1.3%
GREAT WALL				-1.3%	-0.8%
ISUZU	3.9%	4.0%	-1.0%	-1.0%	-1.0%
MERCEDES-BENZ			1.0%	1.1%	1.1%
MITSUBISHI			-0.1%	0.0%	-0.1%
NISSAN		-1.0%	-0.9%	-0.9%	-1.0%
SSANGYONG	-1.0%	-1.0%	-0.9%	-1.0%	-1.0%
TOYOTA	-1.0%	-0.9%	-0.9%	-0.2%	0.0%
VOLKSWAGEN	2.0%			1.9%	2.0%

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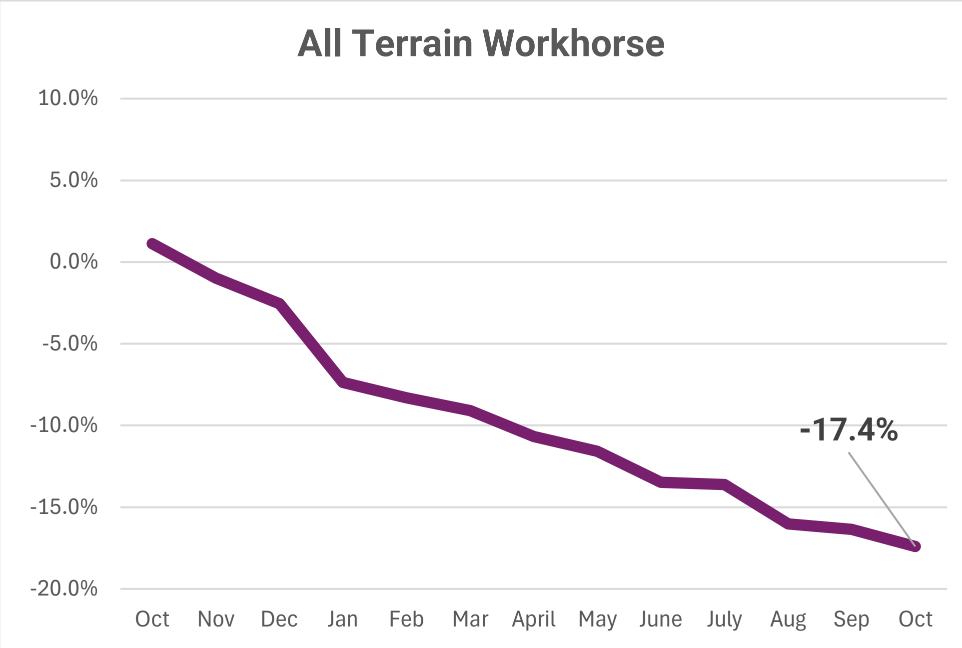
Best-selling All Terrain Workhorse by sales volume

35280	L200 DIESEL (2015 - 2019) - Double Cab DI-D 151 4Life 4WD (15-19)
21665	HILUX DIESEL (2011 - 2016) - HL2 D/Cab Pick Up 2.5 D-4D 4WD 144 (11-13)
51381	HILUX DIESEL (2020 ----) - Active Pick Up 2.4 D-4D (20-24)
51474	DISCOVERY DIESEL (2020 ----) - 3.0 D300 SE Commercial Auto (20-24)
30697	DEFENDER 90 SWB DIESEL (1990 - 2016) - XS Hard Top TDCi [2.2] (13-16)
49552	DEFENDER 110 DIESEL (2020 ----) - 3.0 D300 Hard Top HSE Auto (20-22)
21901	DEFENDER 110 LWB DIESEL (1990 - 2016) - XS Utility Wagon TDCi [2.2] (11-16)
41606	D-MAX DIESEL (2017 - 2020) - 1.9 Double Cab 4x4 (17-20)

All Terrain Workhorse cumulative guide price movements – rolling 12 months



The overall sector performance was strong 101.1%. However, after considering mileage and condition, the guide prices have gone down by **-1.1%.** This takes the rolling year cumulative movement to **-17.4%.**

All Terrain Workhorse guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
DACIA	-2.1%	-2.0%	-2.0%	-1.9%	-2.1%
FORD	-2.1%	-2.1%	-2.0%	-2.1%	-2.2%
ISUZU	-2.0%	-2.0%	-1.9%	-2.0%	-2.1%
LAND ROVER	0.1%	0.1%	0.2%	-0.5%	-2.0%
MITSUBISHI			-2.9%	-2.8%	-3.1%
NISSAN	0.0%	-2.0%	-1.9%	-2.0%	-1.9%
SSANGYONG				-1.9%	-2.1%
SUZUKI	-1.9%	-1.9%	-2.3%		
TOYOTA	0.3%	0.3%	0.4%	0.9%	1.6%

Ken Brown
LCV Valuations Editor

October 2024

HGV market overview

After last month's improvement the market has taken a dip with trade a little quieter than expected early in September. Stock fell a little but so did sales. With many values holding up and more increases than in recent months it is still much brighter than during the early months of the year when there seemed no end to tumbling values. Values of most trailers remain stable with just a couple suffering decreases, primarily due to the quantity of those types currently available.

Fresh stock continues to flow including some two and three-year-old vehicles which are primarily from rental companies, who, surprisingly, have little or no work for them, which is evident from their low mileages. Being so new interest in them is high and most sell at the first attempt.

It will be interesting to see how the drive through auctions at Manheim Gloucester are received. After many months of on-line only HGV auctions a return to drive through HGV auctions, and at a different location is a bold move and time will judge if the decision is the right one. That said, the chance for buyers to interact is a positive move.

Dealers report that business is still only steady, but some are optimistic that market activity will increase as we edge nearer to Christmas, although they are mindful that many larger companies who usually have a seasonal requirement may just defer current de-fleeting until post-Christmas.

Manufacturers continue to report healthy sales, although stock is still weighted towards tractor units and that more rigids could be sold if the stock were available.

Used truck and trailer statistics.

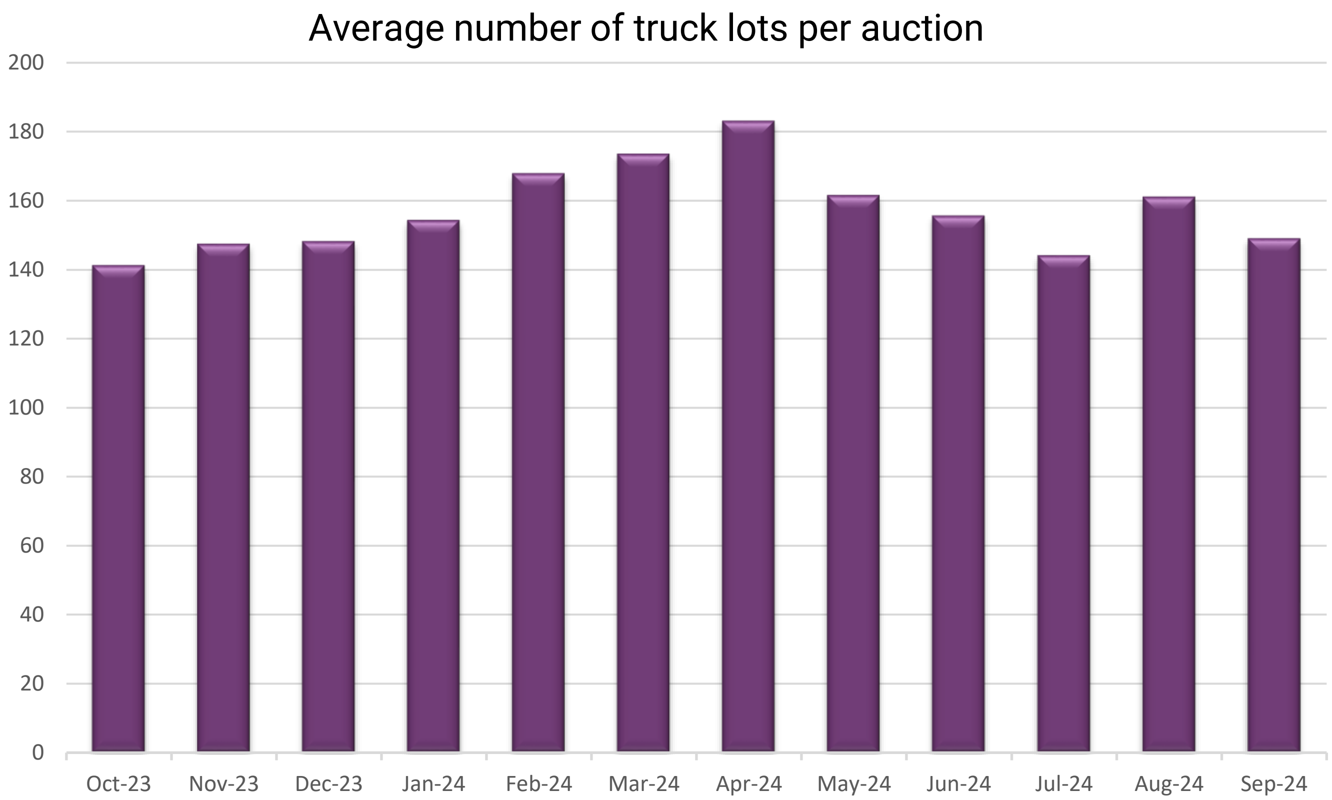
Over the last month the average number of truck entries at auctions fell by 8%, whilst the number of on-the-day sales decreased by 19%. Sales were the same as in September last year when the average number of entries per auction was 0.6% more than this year.

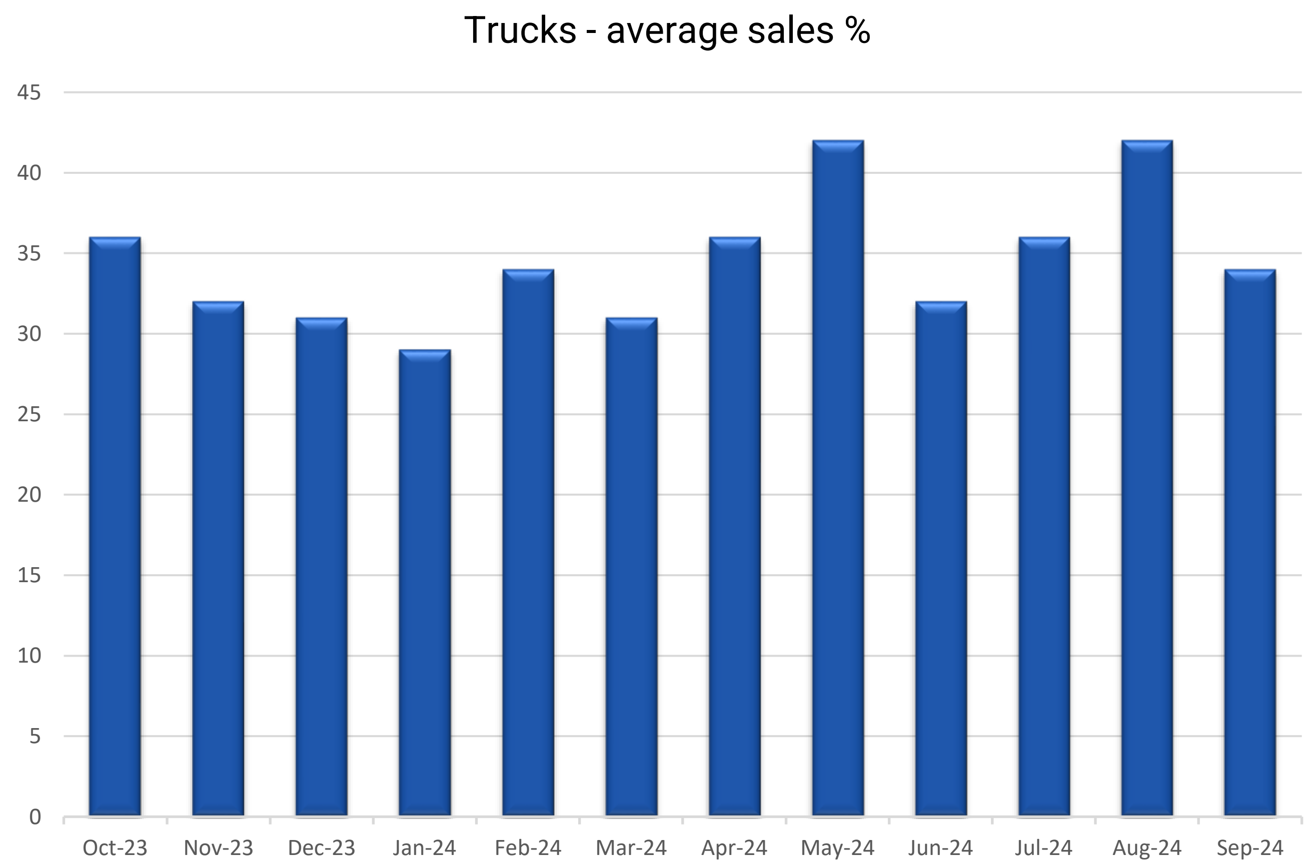
Trailer entries have increased by 6.25% since last month and sales fell by 34.3%. Sales were 16% less than last September when the average number of entries was 9.6% more than this year.

Over the previous month the number of vehicles under seven years of age increased by 4.6% whilst vehicles over nine years old increased by 1.8%. Trailers saw an increase of 1.3% in those under seven years of age and those over nine-year-old declined by 0.4%.

The above statistics are based on seven auctions and 1,138 total lots offered up to and including the 16th of September, 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 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.

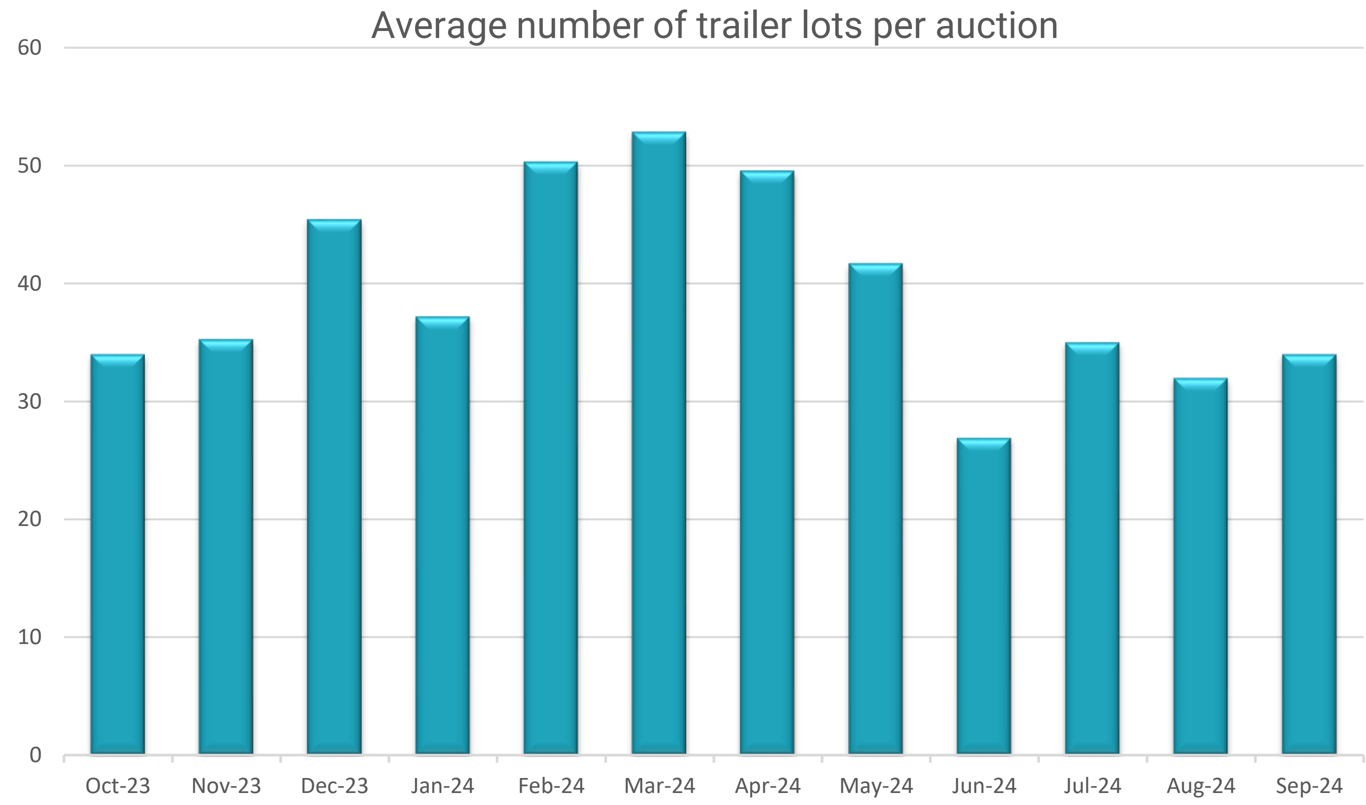

Average number of truck lots per auction
200
180
160
140
120
100
80
60
40
20
0
Oct-23
Nov-23
Dec-23
Jan-24
Feb-24
Mar-24
Apr-24
May-24
Jun-24
Jul-24
Aug-24
Sep-24

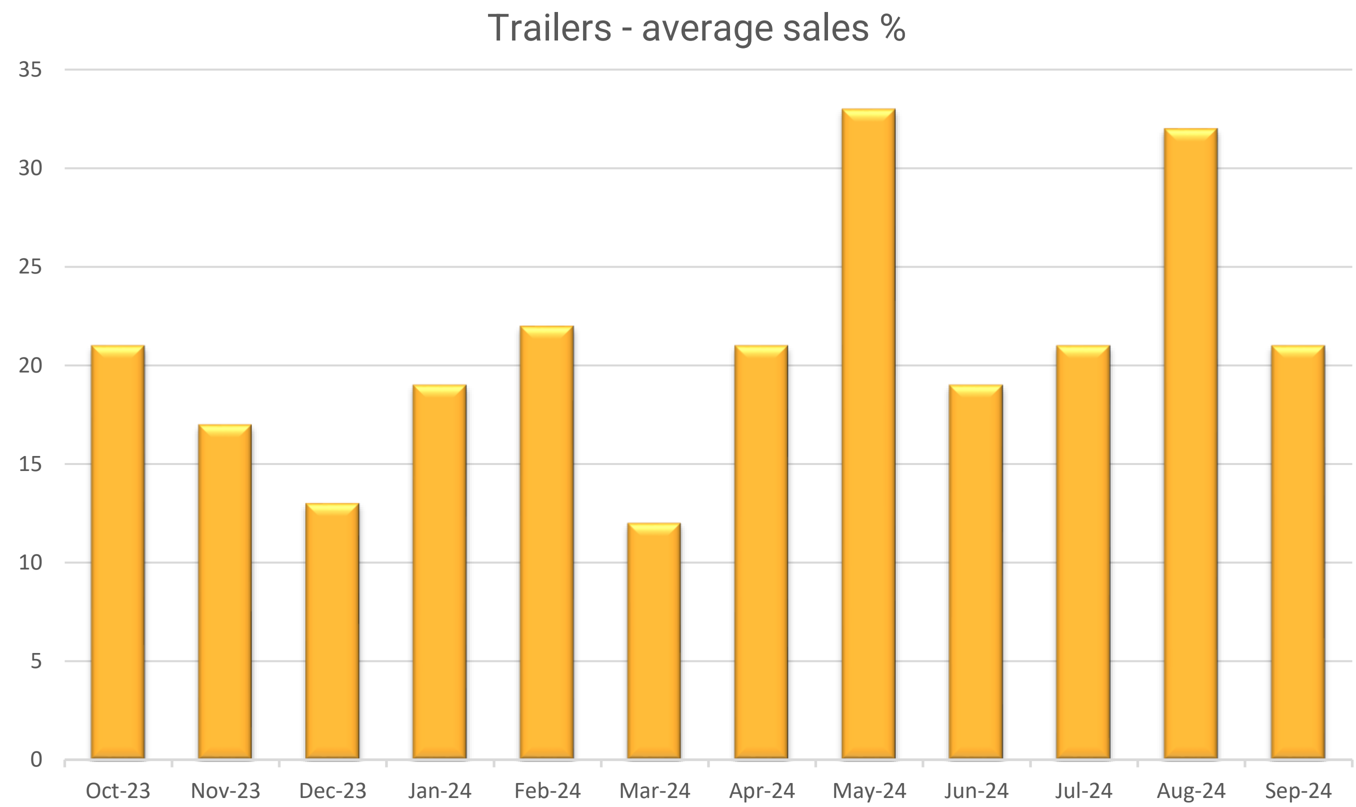

Trucks - average sales %
45
40
35
30
25
20
15
10
5
0
Oct-23
Nov-23
Dec-23
Jan-24
Feb-24
Mar-24
Apr-24
May-24
Jun-24
Jul-24
Aug-24
Sep-24

Commercial editorial

By cap hpi

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.

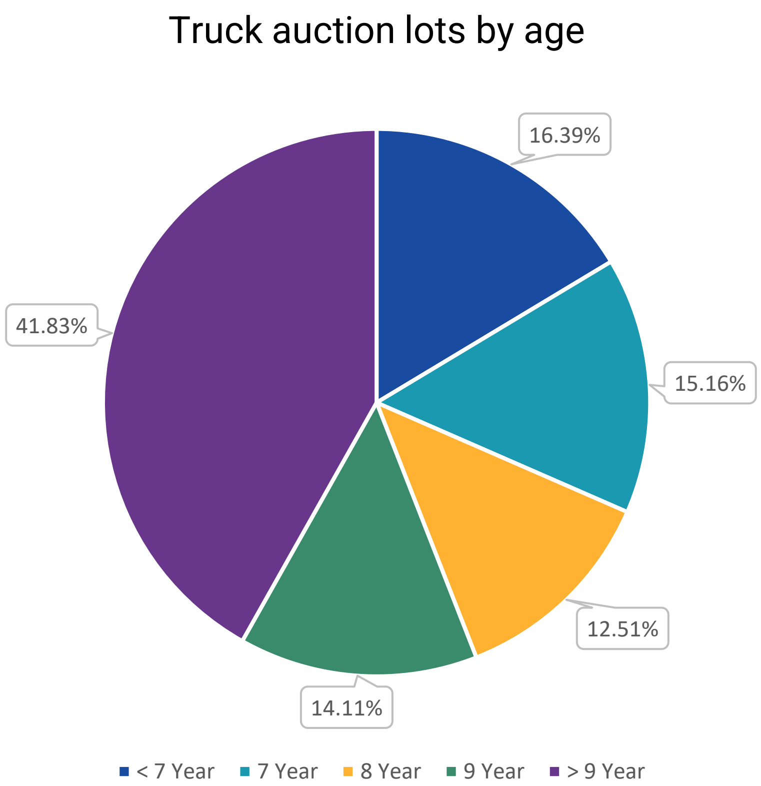


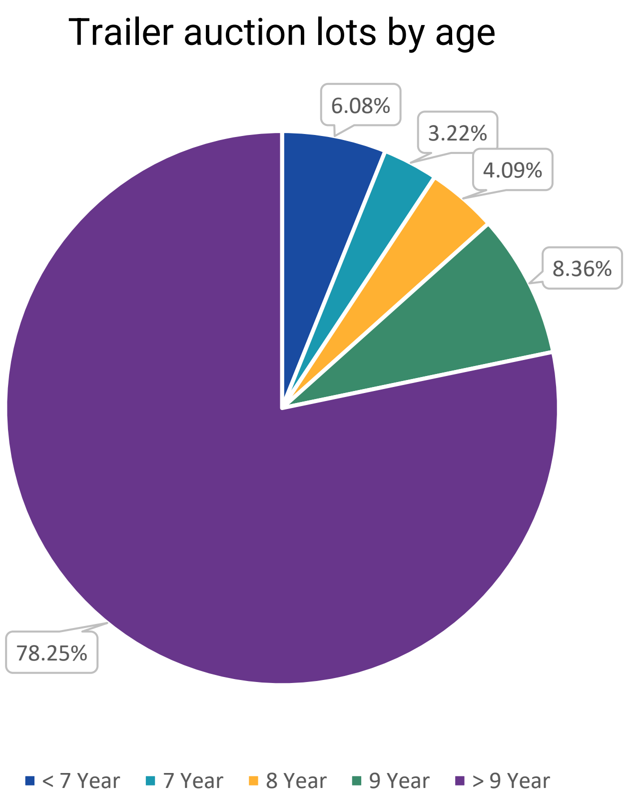


Commercial editorial

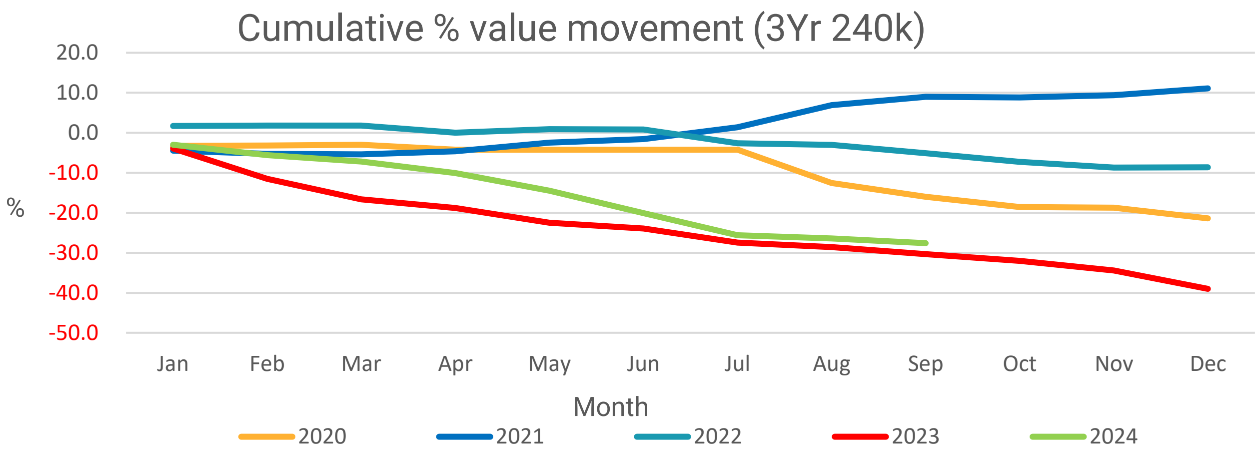
By cap hpi

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 16th September 2024.

Sector Summary

7.5t to 12t vehicles - Euro 6

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

After a slight lull, 7.5 tonne boxes have once again become readily available, however their youthfulness and low mileage saw most sell.

Most of the vehicles available in this sector are currently around five or six years of age and whilst the best examples with low kilometres are selling, anything with high mileage or needing any type of remedial work is struggling to find new homes.

Tippers remain a popular purchase and with many of those recently available being reasonably new and tidy enough to provoke strong interest with many selling, but sales values have dipped a little in some cases as they often do at this time of year.

Tilt and slide car transporters, especially 12 tonne variants, continue to be popular lots, but other types are proving not so popular as some double deck versions recently offered proved to be less popular and attracted little interest.

Pole erection vehicles with cranes and augers are rarely seen but a current major de-fleet has produced plenty of them available ranging in age from around 2009 to 2015. The later examples being on day cab DAF FA LF150 7.5 tonne chassis and often carrying low mileage. One example being a 2015 65 plate with 92,000 kilometres which sold for £10,200.

13t to 18t vehicles - Euro 6

- The values of most vehicles remain unchanged with although a handful of values have declined, predominantly DAF which are the most numerous marque available in this sector. There is a growing number of increased values too.

Commercial editorial

By cap hpi

Values of some types have again declined as stocks increased, with DAF being the most numerous of offerings at present, however, plenty of other manufacturer's equipment is available.

DAF LF Boxes and Fridges of around five to seven years of age continue to be available in abundance and there appears to be an increasing appetite for curtains.

Crash cushion vehicles and hot boxes which we have previously referred to are currently appearing in number but their limited after use results in only the better examples selling, leaving the rest to circulate at auction until their reserve values are reduced aiding a sale.

A couple of hotboxes which did sell included a 21-plate DAF FA LF260 18 tonne day cab example with an Econ body and 55,000 kilometres which sold for £42,500.

Another vehicle which created strong interest was a 2020 70 plate DAF FA LF260 18 tonne day cab beavertail with just 17,000 kilometres which sold for £45,000.

Multi-wheelers - Euro 6

- Values of three axle vehicles have again fallen with just a couple of exceptions.
- The values of most four axle models remain unchanged, the exception again being a few tipper values which have fallen.

The demand for 8x4 tippers, including those with grabs remained steady last month, although the number of examples available did recede slightly, that said even some later examples failed to sell and some which did sell did so at slightly lower values.

Hookloaders, remain less common and often attract a little more interest, sometimes, but not always resulting in better sales values than tippers.

A few beavertail plant carriers provoked some healthy bids, as did a couple of older Mercedes-Benz Axor dropsides with rear cranes, both of which sold easily. Axors seem to be in demand at present.

Refuse trucks continue to register cursory interest unless late registered and the values for those over six or seven years old tend to fall quickly.

Run of the mill 6x2 vehicles are not selling as easily as one would expect, and whilst mileage and condition are a major factor, even those meeting these criteria are having difficulty finding new homes.

Returning to beavertails, a 17-plate day cab DAF FAX CF400 with 326,000 kilometres sold at auction for £28,000. The same sale also saw another day cab FAX CF400 on a 2016 66 plate with a dropside body and a Palfinger PK 78002-SH (5 extension) remote crane and 415,000 kilometres which sold for £68,000.

Tractor units - Euro 6

- The values of most three axle models remain unchanged. A few decreases to note but they are matched by several increases.
- The values of most 4x2's remain unchanged with just a couple of models suffering falls, and a few models registering increases.

Demand for 6x2 tractor units remains steady and whilst those available in any quantity are still seeing values stretched there is a growing of models where values have increased.

Fresh stock arrives as quickly as sales occur, and one can only hope that demand will hold up to keep stock moving. At present both supply and demand seem to be working pretty much hand-in-hand with each other and with Christmas not far over the horizon the prospect of increased demand will doubtless be a benefit.

4x2 tractor units are less numerous and whilst a couple of DAF models have seen values fall, values for some Mercedes-Benz and Renault models have moved in the opposite direction.

Trailers

- Trailers – Values have remained steady for most with just curtains and skeletals showing any decreases.

A slight increase in volume and a dip in sales has done little to help values, with some types starting to slow, especially curtains and skeletals which are currently available in abundance.

Boxes, Euroliners, platforms and fridges are steady away at present and are currently maintaining values. Tippers remain numerous, but with their differing specifications, values remain steady.

A notable auction entrant was a 2018 Cartwright 13.6m triaxle forklift carrier which attracted good attention and after protracted bidding sold for £35,000.

Rob Smith
HGV Valuations Editor