Commercial editorial

By cap hpi

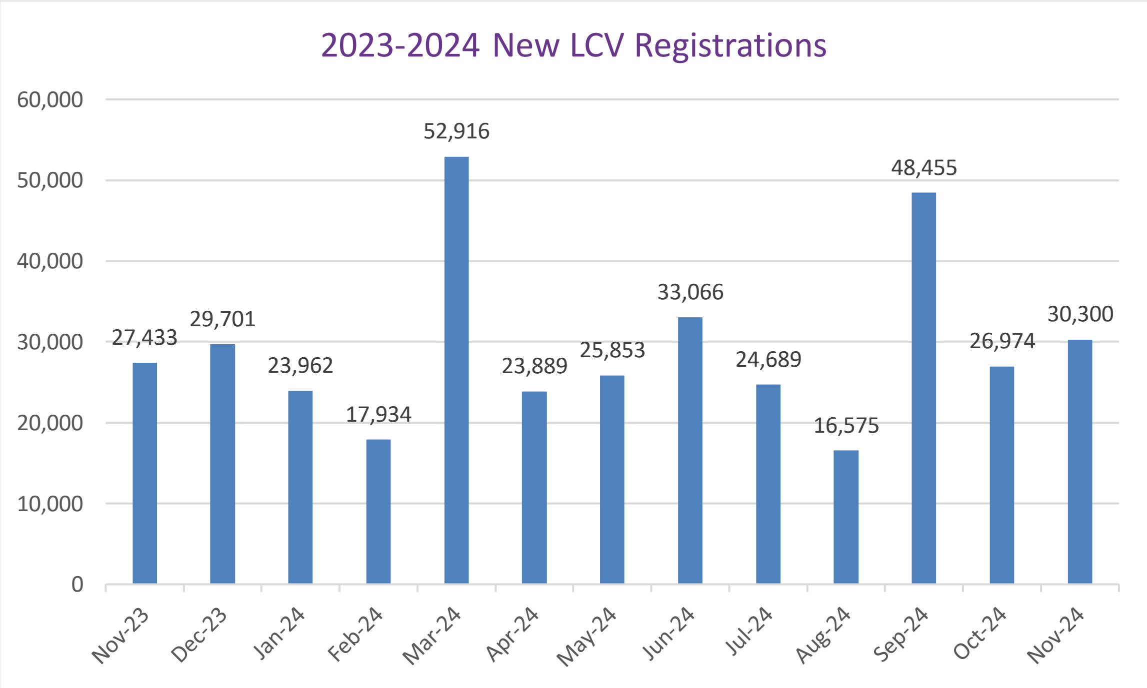
January 2025

LCV market overview

For what it's worth

November New LCV Registrations

According to the latest figures from the SMMT, 30,300 new LCVs were registered in November. This is the second highest number of new LCVs to be registered in November and the fourth successive month of growth in the new LCV market. That's a 10.5% increase compared to the same period last year.



The New LCV market has grown by 3.5% (year to date)

Year	YTD Regs Comparison
2019	338,227
2020	265,374
2021	325,976
2022	260,314
2023	311,754
2024	324,613

The total new LCV registrations, as of the end of November, was 324,613, which is 4.1% (12,859) more than were registered during the same period in 2023. As the table opposite shows, this is the third consecutive year that the New LCV market as grown, year to date.

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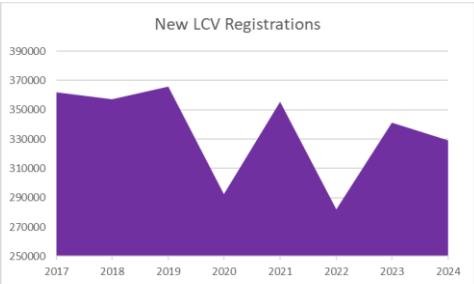
Market prices stabilising

Ourselves and many other commentators have been hinting about it for a while, but now there can be no doubt that prices have stabilised in the used LCV wholesale market. This month's average guide price movement of -0.5% says it all. Given that we would normally expect prices to fall by at least 1% per month to account for plate age depreciation, arguably, on average prices have increased in real terms.

Auction officials we've spoken to over the past month agree as they continued to report high auction attendance levels, both in online and physical sales, and high first time conversion rates, with around 84% being the norm. Average performance against the guide was between 93% and 96% at most sales. Trade buyers were clearly out in force and on a mission to buy up stock in preparation for what is expected to be a busy start to the new year.

Used stock levels were well-balanced against demand last month which underpins the stability we are currently witnessing in the market. We understand from the auction houses that volume is likely to remain high throughout the first quarter of 2025, with no stock supply issues for the near future.



Year	New LCVs Registered
2020	292,657
2021	355,380
2022	282,139
2023	341,455

However, historical new LCV registration figures would suggest otherwise. As this chart shows, from a 3 year old parc perspective, there were 73,241 fewer new LCVs registered in 2022 than 2021.

Indicative guide price movements by sector

Whilst the average guide price movement of -0.5% serves as a useful reference point to gauge which way the market is heading, this can be misleading. For example, and worthy of noting, is that minibus prices have gone down again in this edition; -4% at 1year 20K and -3.3% overall.

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 at sector level 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	-1.0%	-1.0%	-1.0%	-1.0%	-1.1%
Small Van	-2.2%	-2.2%	-2.0%	-2.3%	-2.3%
Medium Van	-1.4%	-1.2%	-1.2%	-1.4%	-1.4%
Large Van	-0.4%	-0.6%	-0.6%	-0.5%	-0.9%
Chassis - Derived	-0.2%	0.1%	0.1%	0.2%	-0.3%
All Terrain Lifestyle	0.4%	0.9%	1.4%	1.8%	1.9%
All Terrain Workhorse	0.2%	-0.1%	-0.2%	1.1%	1.0%
Mini-bus	-4.0%	-3.6%	-3.1%	-3.2%	-2.7%
Vat Qualifying	-1.5%	-1.8%	-2.0%	-1.9%	-1.8%

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Indicative guide price movements by fuel types

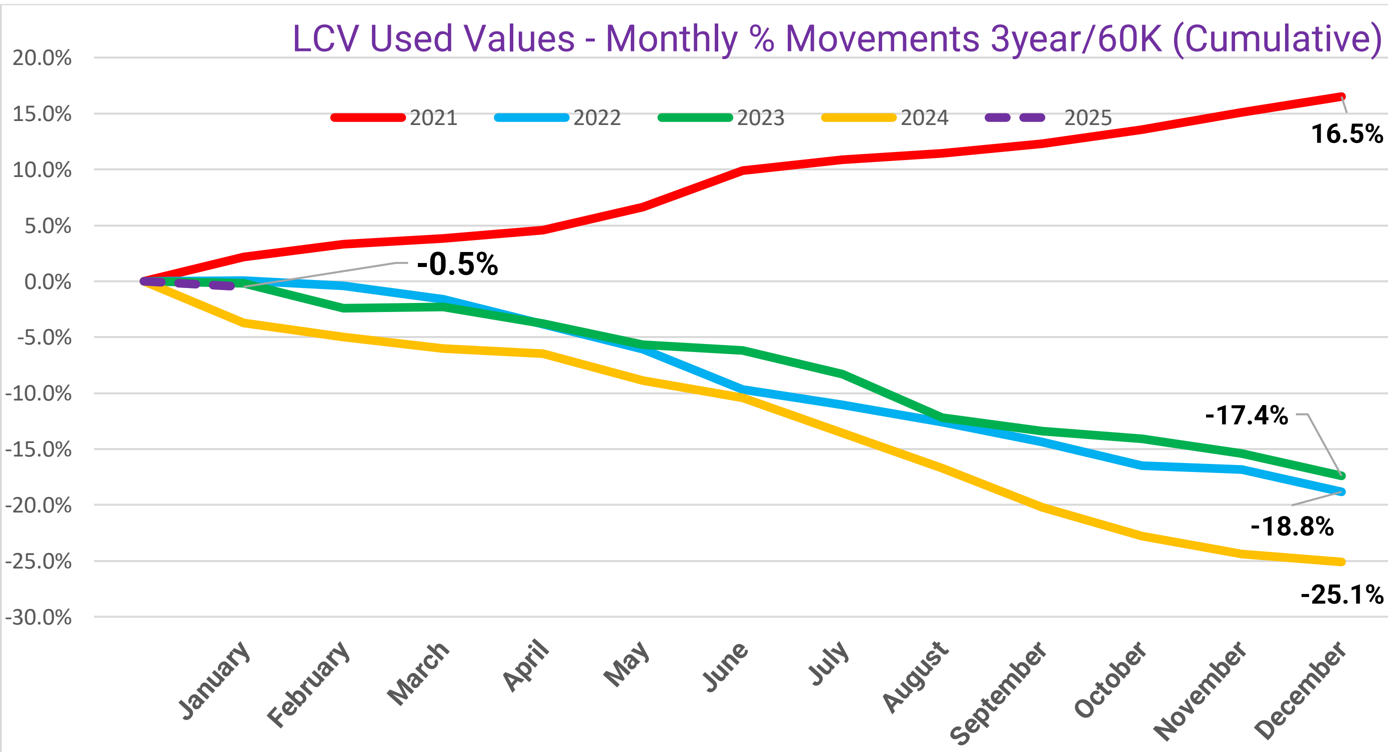
Fuel Types	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
Diesel	-0.5%	-0.5%	-0.4%	-0.4%	-0.7%
Petrol	-2.2%	-2.0%	-1.7%	-1.7%	-1.6%
Electric	-1.1%	-1.1%	-1.0%	-1.0%	-1.2%
Petrol Parallel PHEV	-1.9%		-1.1%	-1.2%	-1.1%
Petrol Series PHEV	-2.9%	-2.5%	-2.5%	-2.5%	-1.9%
Petrol/Electric Hybrid	-1.2%	-0.9%			

Indicative guide price movements by battery electric sector

BEV Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
E City Van		-0.9%	-1.1%	-0.8%	
E Small Van	-1.8%	-1.7%	-1.6%	-1.4%	-1.4%
E Medium Van	-1.1%	-1.2%	-1.3%	-1.2%	
E Large Van	-0.9%	-0.9%	-0.9%	-1.0%	-1.1%
E Chassis - Derived	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
E 4x4 Pick-up Lifestyle SUV	-2.0%	-2.1%			
E Mini-bus					-0.7%
E Vat Qualifying	-1.0%	-1.0%	-1.1%	-1.0%	-1.1%

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

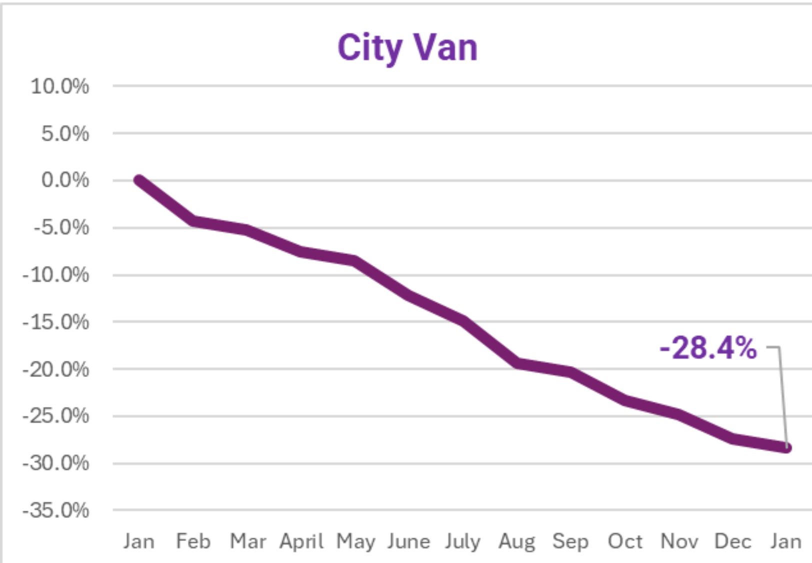
The chart below shows the stark contrast in guide price movements between 2021and 2024 as market prices gradually fall to more sustainable levels. The purple dotted line represents the January 2025 average guide price movement of -0.5%.



Best-selling City Vans by sales volume

34051 CORSAVAN DIESEL (2014 - 2018) - 1.3 CDTi 16V 95ps ecoFLEX Van [Start/Stop] (14-17)
42522 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Trend Van [6 Speed] (18-23)
42524 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 100ps Limited Van [6 Speed] (18-23)
42519 TRANSIT COURIER PETROL (2014 - 2023) - 1.0 EcoBoost Limited Van [6 Speed] (18-23)
30869 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Van (14-18)
42521 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Van [6 Speed] (18-19)
26326 FIESTA DIESEL (2012 - 2017) - 1.6 TDCi ECOnetic Van (12-15)
45293 TRANSIT COURIER PETROL (2014 - 2023) - 1.0 EcoBoost Leader Van [6 Speed] (19-23)
43639 FIESTA DIESEL (2018 - 2020) - 1.5 TDCi Van (18-20)
34481 FIESTA DIESEL (2012 - 2017) - 1.5 TDCi Sport Van (15-17)

City Van guide price movements by manufacturer



The average performance of the City Van sector for November was 98.4% of CAP.

On average the guide prices in this edition have gone down by **–1.0%** taking the rolling year cumulative movement to **-28.4%**.

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

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT	-1.0%	-1.0%	-1.0%	-1.1%	-1.1%
FORD	-1.0%	-1.0%	-1.0%	-0.9%	-1.0%
TOYOTA	-1.2%	-0.9%			

Best-selling Small Vans by sales volume

44398 PARTNER STANDARD DIESEL (2018 - 2024) - 1000 1.5 BlueHDi 100 Professional Van (19-21)
44219 COMBO CARGO L2 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)
44515 BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 1000Kg Enterprise 100ps (19-21)
56132 TRANSIT CONNECT 240 L1 DIESEL (2021 - 2024) - 1.5 EcoBlue 100ps Limited Van (22-24)
44218 COMBO CARGO L1 DIESEL (2018 - 2024) - 2300 1.5 Turbo D 100ps H1 Sportive Van (19-21)
38515 PARTNER L1 DIESEL (2015 - 2018) - 850 1.6 BlueHDi 100 Professional Van [non SS] (16-18)
42534 TRANSIT CONNECT 200 L1 DIESEL (2018 - 2021) - 1.5 EcoBlue 120ps Limited Van (18-21)
42561 TRANSIT CONNECT 240 L2 DIESEL (2018 - 2024) - 1.5 EcoBlue 120ps Limited Van (18-21)
51453 CADDY CARGO C20 DIESEL (2020 ----) - 2.0 TDI 102PS Commerce Van (20-23)

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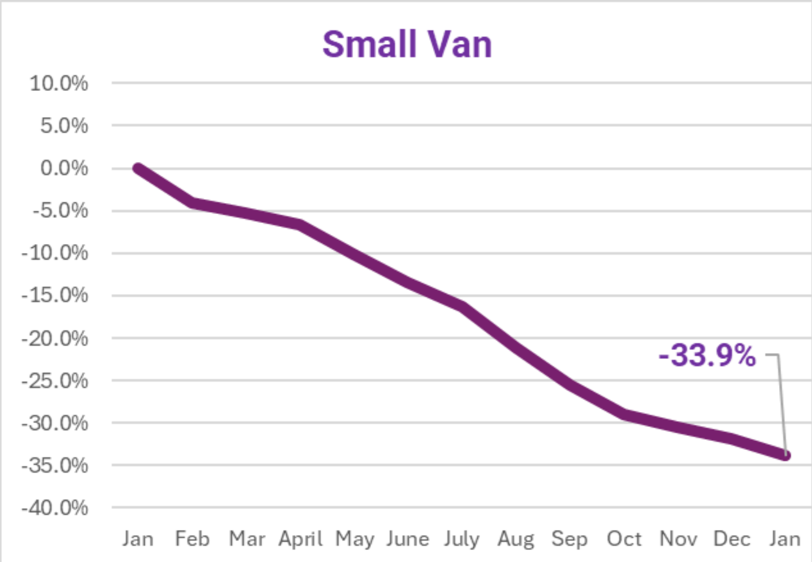
Small Van cumulative guide price movements – rolling 12 months



Overall, this sector performed at around 98.2% of cap. On average the guide is down by **-2.0%** which takes the rolling year cumulative movement to **-33.9%**.

Small Van guide price movements by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-1.0%	-1.1%	-1.0%	-1.0%	-1.0%
FIAT	-1.0%	-1.0%	-1.0%	-1.1%	-1.3%
FORD	-0.9%	-0.9%	-1.0%	-0.9%	-1.0%
MERCEDES-BENZ	-3.9%		-1.1%	-1.0%	-1.0%
NISSAN	-4.0%	-6.8%	-7.9%	-7.1%	-4.9%
PEUGEOT	-1.1%	-1.0%	-2.4%	-5.9%	-10.2%
RENAULT	-3.9%	-4.0%	-3.9%	-3.9%	-3.9%
TOYOTA	-1.0%	-1.0%	-1.0%	-1.1%	-0.9%
VAUXHALL	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
VOLKSWAGEN	-5.1%	-5.1%	-5.1%	-2.0%	2.0%

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)
31650 VIVARO L1 DIESEL (2014 - 2019) - 2900 1.6CDTI 90PS ecoFLEX H1 Van (14-16)
42077 TRANSIT CUSTOM 300 L2 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)
35836 TRANSIT CUSTOM 310 L1 DIESEL FWD (2012 - 2017) - 2.0 TDCi 105ps Low Roof Van (16-17)
42069 TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-23)
39597 EXPERT STANDARD DIESEL (2016 - 2024) - 1400 2.0 BlueHDi 120 Professional Van (16-21)
38226 VIVARO L1 DIESEL (2014 - 2019) - 2900 1.6CDTI 95PS ecoFLEX H1 Van (16-17)
39359 DISPATCH M DIESEL (2016 - 2024) - 1400 2.0 BlueHDi 120 Van Enterprise (16-21)
44446 TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 105ps Low Roof Leader Van (19-23)

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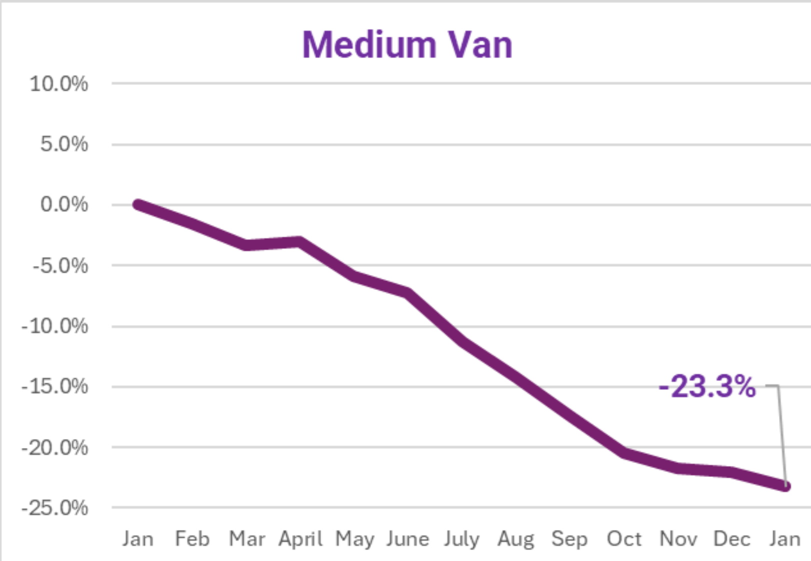
Medium Van cumulative guide price movements – rolling 12 months



With an overall sector performance of 98.5%, the guide values have gone down by **-1.2%**, taking the rolling year cumulative movements to **-23.3%**.

Ford Transit Custom double cabs have performed particularly well over the past couple of months. In this edition the guide prices of the 2017 to 2023 model double cabs have gone up by 6%.

Medium Van - guide price movements by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
FIAT	-3.6%	-4.0%	-4.0%	-4.0%	-4.0%
FORD	-0.9%	0.0%	-0.1%	-0.1%	0.0%
HYUNDAI					-0.9%
MERCEDES-BENZ	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%
NISSAN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
PEUGEOT	-0.9%	-1.0%	-0.9%	-1.0%	-1.0%
RENAULT	-1.0%	-1.0%	-2.1%	-3.0%	-3.0%
RENAULT TRUCKS UK	-1.0%	-1.0%			
TOYOTA	-1.0%	-1.0%	-1.0%	-1.1%	-1.0%
VAUXHALL	-2.5%	-3.0%	-3.0%	-3.0%	-3.0%
VOLKSWAGEN	-2.0%	-2.0%	-2.0%	-2.0%	-1.0%

Best-selling Large Vans by sales volume

31282 DUCATO 35 MWB DIESEL (2014 - 2023) - 2.3 Multijet High Roof Van 130 (14-19)
39071 DUCATO 35 MWB DIESEL (2014 - 2023) - 2.0 Multijet High Roof Van 115 (16-19)
41539 CRAFTER CR35 MWB DIESEL FWD (2017 ----) - 2.0 TDI 140PS Trendline High Roof Van (17-23)
44606 TRANSIT 350 L3 DIESEL RWD (2019 ----) - 2.0 EcoBlue 130ps H3 Leader Van (19-)
37861 TRANSIT 350 L2 DIESEL FWD (2014 - 2019) - 2.0 TDCi 130ps H3 Van (16-19)
49238 SPRINTER 315CDI L2 DIESEL RWD (2020 ----) - 3.5t H2 Progressive Van (20-)
44275 RELAY 35 L3 DIESEL (2014 - 2024) - 2.2 BlueHDi H2 Van 140ps Enterprise (19-23)
41542 CRAFTER CR35 LWB DIESEL FWD (2017 ----) - 2.0 TDI 140PS Trendline High Roof Van (17-23)
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)

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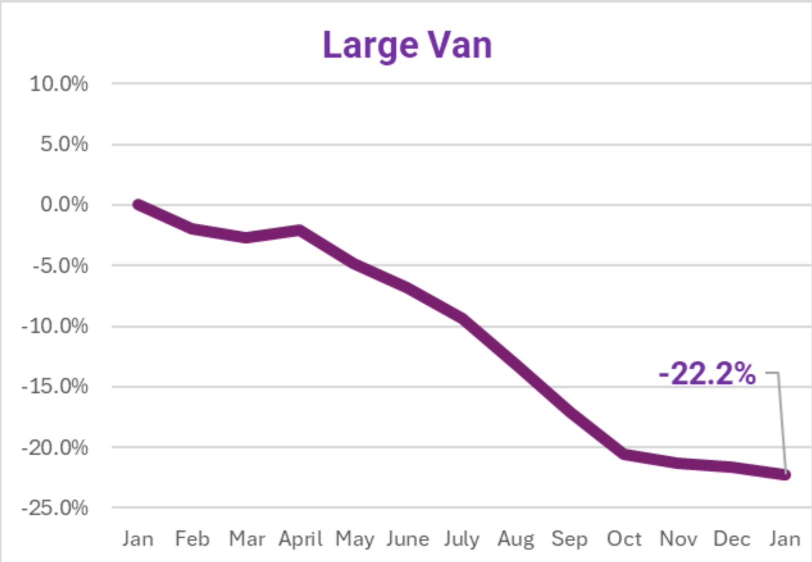
Large Van cumulative guide price movements – rolling 12 months



With a price performance of 99.2% on average there is only a marginal decrease of **-0.6%** to most of the guide prices for this edition.

The rolling year cumulative movement, as we go into December, is **-22.2%.**

Large van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-2.4%	-3.0%	-3.0%	-2.9%	-3.0%
FIAT	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
FORD	0.1%	0.1%	0.1%	0.1%	0.5%
IVECO	-1.0%	-1.0%	-1.0%	-1.0%	-2.0%
LDV					-1.3%
MAN	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
MAXUS	-0.9%	-1.0%	-1.0%	-0.9%	
MERCEDES-BENZ	1.0%	1.0%	1.0%	1.0%	1.0%
NISSAN	-1.0%	-1.9%	-1.8%	-4.0%	-4.0%
PEUGEOT	-2.1%	-2.9%	-3.0%	-3.0%	-3.0%
RENAULT	-0.9%	-1.0%	-1.0%	-1.0%	-1.0%
RENAULT TRUCKS UK	-1.0%	-1.0%	-1.0%	-0.9%	-1.0%
VAUXHALL	0.3%	1.0%	-0.4%	-1.0%	-1.0%
VOLKSWAGEN	1.0%	1.0%	1.0%	1.0%	1.0%

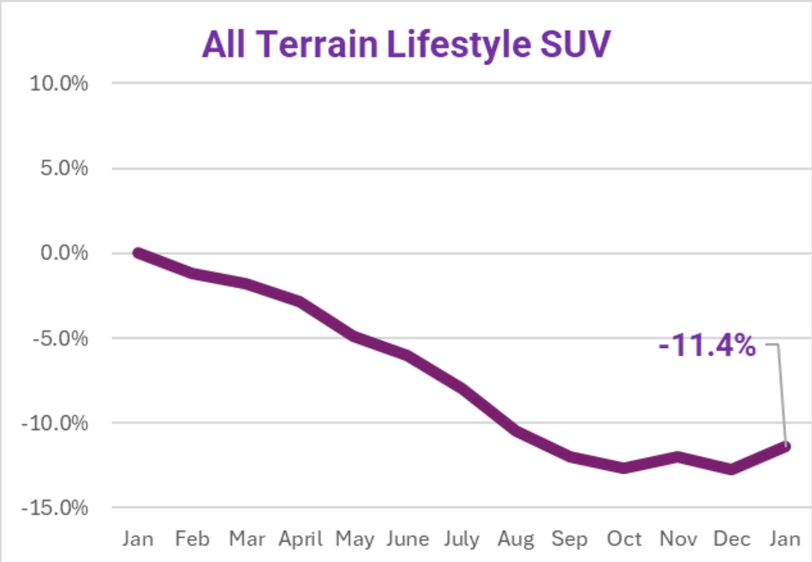
Best-selling All Terrain Lifestyle/SUV by sales volume

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)
45402	NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 TT 4WD Auto (19-22)
45404	NAVARA SPECIAL EDITION (2018 - 2022) - Double Cab Pick Up N-Guard 2.3dCi 190 TT 4WD Auto (19-22)
45494	L200 DIESEL (2019 - 2021) - Double Cab DI-D 150 Barbarian X 4WD Auto (19-21)
39511	NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 4WD Auto (16-19)
39510	NAVARA DIESEL (2016 - 2022) - Double Cab Pick Up Tekna 2.3dCi 190 4WD (16-19)
56276	RANGER DIESEL (2022 ----) - Pick Up Double Cab Wildtrak 2.0 EcoBlue 205 Auto (22-)
35284	L200 DIESEL (2015 - 2019) - Double Cab DI-D 178 Barbarian 4WD (15-19)
44065	RANGER DIESEL (2019 - 2022) - Pick Up Double Cab Wildtrak 3.2 EcoBlue 200 Auto (19-20)

Commercial editorial

By cap hpi

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



With a price performance of 102.3% of cap average, it has been another strong month for this sector.

On average the guide prices have gone down by **-1.4%** in this edition, taking the cumulative movements for the rolling year to **-11.4%**.

All Terrain Lifestyle SUV guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT			-1.0%	-1.2%	-1.0%
FORD	0.0%	0.0%	0.0%	0.0%	-0.6%
GREAT WALL				-1.0%	-1.2%
ISUZU	-0.8%	-1.4%	-2.1%	0.4%	0.9%
MERCEDES-BENZ			-1.0%	-1.1%	-1.2%
MITSUBISHI			4.5%	4.6%	4.6%
NISSAN		3.0%	2.9%	3.0%	3.0%
SSANGYONG	-0.9%	-1.1%	-1.0%	-1.0%	-1.1%
TOYOTA	4.0%	4.0%	4.0%	3.9%	4.0%
VOLKSWAGEN	-1.0%			-1.0%	-1.0%

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)
42011	DISCOVERY DIESEL (2018 - 2020) - 2.0 SD4 S Commercial Auto (18-20)
41606	D-MAX DIESEL (2017 - 2020) - 1.9 Double Cab 4x4 (17-20)
46385	OUTLANDER PETROL (2018 - 2021) - 2.4 PHEV Reflex Plus Commercial Auto (19-21)
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)
41605	D-MAX DIESEL (2017 - 2020) - 1.9 Extended Cab 4x4 (17-20)
30784	HILUX DIESEL (2011 - 2016) - Active D/Cab Pick Up 2.5 D-4D 4WD 144 (13-16)
51475	DISCOVERY DIESEL (2020 ---) - 3.0 D300 HSE Commercial Auto (20-21)

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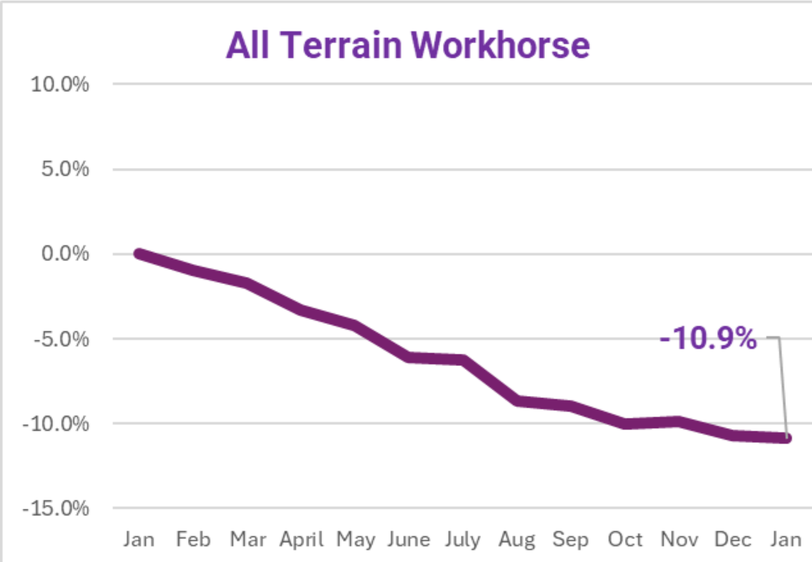
By cap hpi

All Terrain Workhorse cumulative guide price movements – rolling 12 months



The overall sector performance was strong 102.1%. The guide prices have gone down by **-0.2%** in this edition. This takes the rolling year cumulative movement to **-10.9%**.

All Terrain Workhorse guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
DACIA	-1.2%	-1.0%	-1.4%	-0.9%	-0.8%
FORD	-1.0%	-0.9%	-1.4%	-1.6%	-3.2%
ISUZU	-1.1%	-1.0%	-1.3%	-1.3%	-0.9%
LAND ROVER	-0.9%	-0.9%	-1.0%	-1.8%	-1.9%
MITSUBISHI			-1.0%	-1.1%	-0.9%
NISSAN	0.0%	-1.2%	-1.0%	-1.0%	-1.1%
SSANGYONG				-0.9%	-1.1%
SUZUKI	-1.0%	-1.2%	-1.0%		
TOYOTA	3.9%	3.9%	4.0%	4.0%	4.0%

Ken Brown
LCV Valuations Editor

January 2025

HGV market overview

The average number of trucks seen at auctions increased last month to the highest level since April 2024. Trailer entries increased dramatically but whilst truck sales have stalled, trailer sales have increased.

December is usually a month where stock is low, so it is somewhat concerning that the significant amount of equipment currently available may increase imminently as the traditional post-Christmas de-fleets start to arrive. Vehicles from the traditional Christmas de-fleets often begin to appear in January but it is usually early February before they start arriving in any quantity.

Rumours in the industry suggest that this year's post-Christmas vehicle de-fleets may be lower than in recent years. Many operators have indicated that they plan to keep their vehicles. It will be interesting to see how much stock is actually available. Given current high volumes the less that appear the better it will be for values.

Old stock remains a problem especially so as more of it is entering the market than leaving it, filling auctions with substandard old vehicles which nobody really wants and with more vehicles expected to hit the market imminently some auctions are struggling a little for space.

Traders report that business has been subdued and currently many businesses are just ticking over waiting for trade to get back into full swing after Christmas. This is fully expected over the festive season until trade starts to regain momentum again in January.

Used truck and trailer statistics.

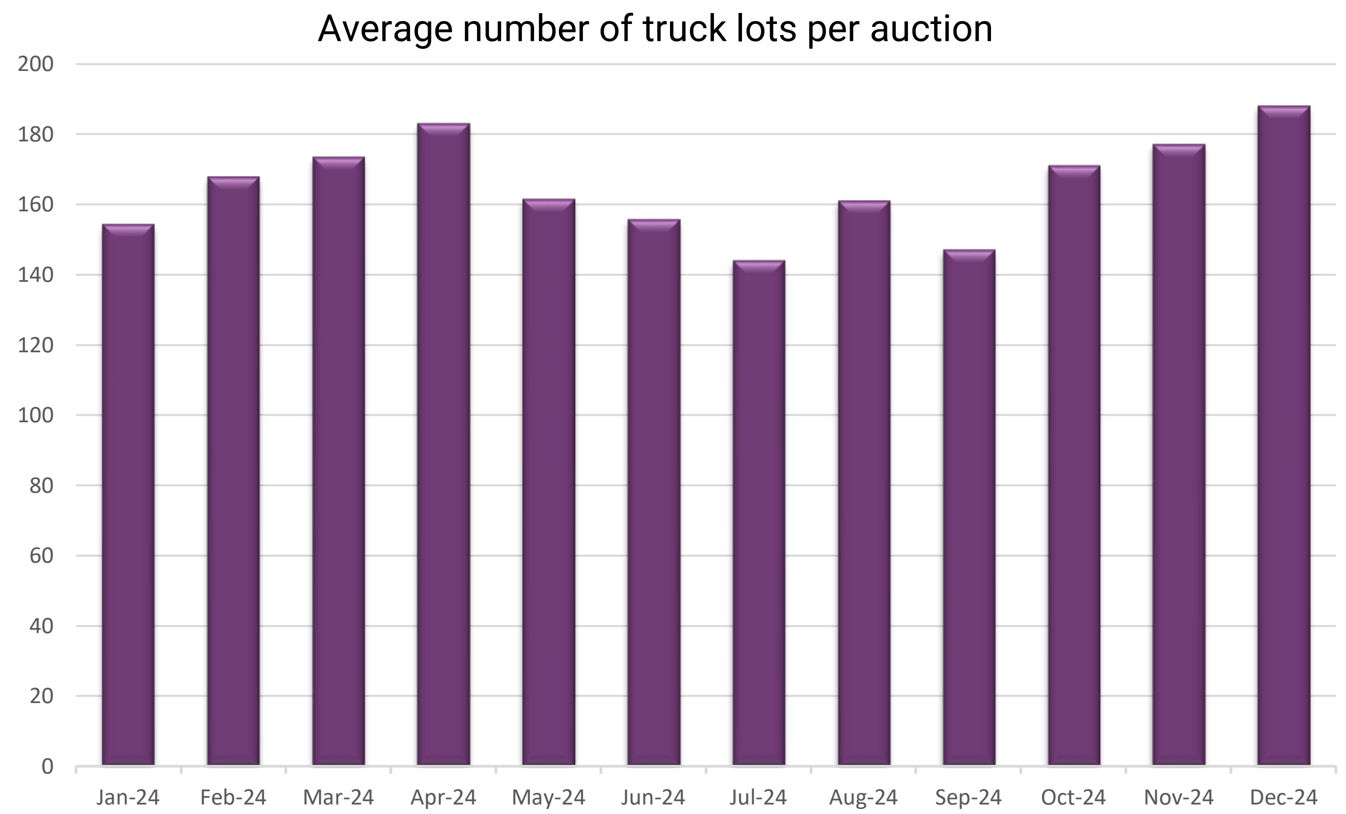
Over the last month the average number of truck entries at auctions increased by 6.2%, up to the highest level since April, whilst the number of on-the-day sales decreased by 9.0%. Sales were also 3.2% less than in December last year when the average number of entries per auction was 23.9% less than this year.

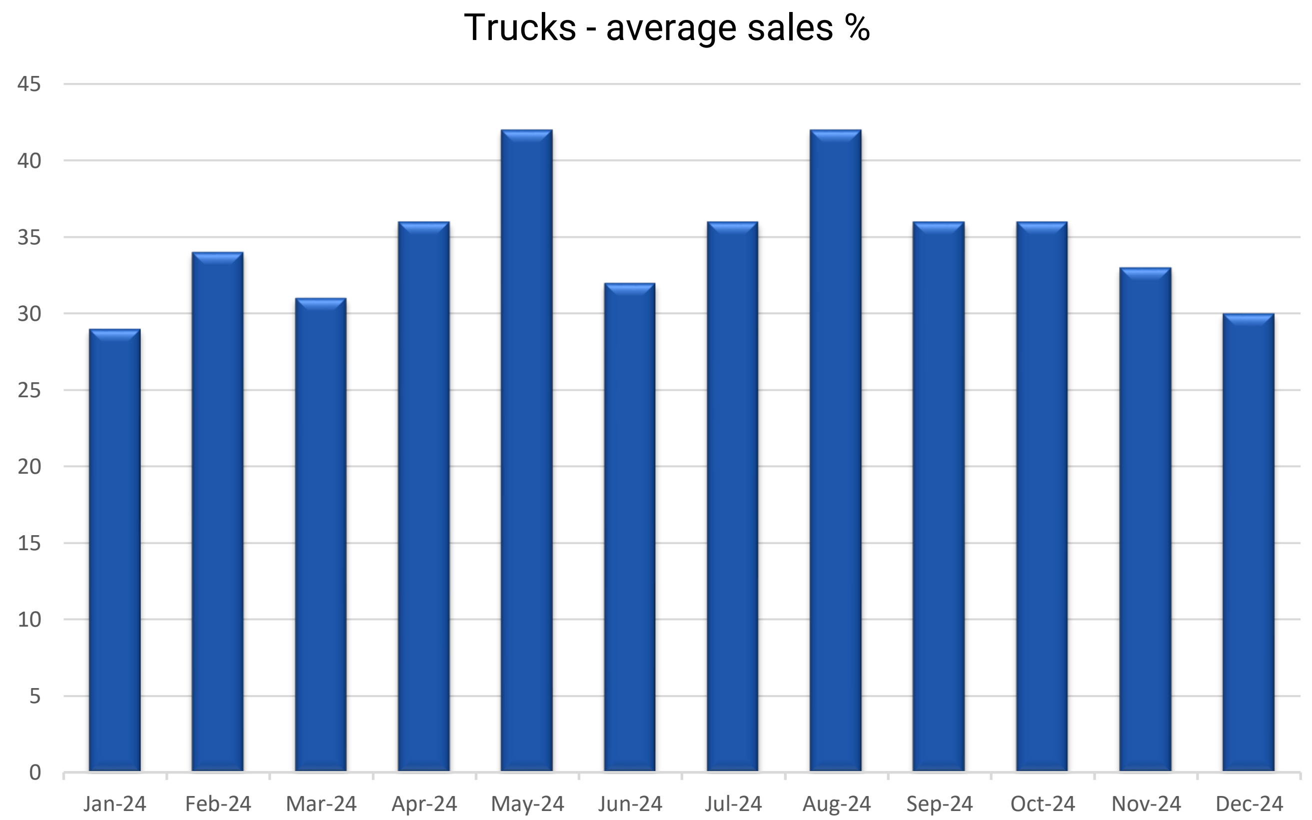
Trailer entries have increased by 36.4% since last month and sales increased by 8.0%. Sales were 107.7% greater than last December when the average number of entries was 17.8% less than this year.

Over the previous month the number of vehicles under seven years of age increased by 3.1% whilst vehicles over nine years old decreased by 0.1%. Trailers saw an increase of 9.2% in those under seven years of age and those over nine-year-old decreased by 1.1%.

The above statistics are based on four auctions and 1,277 total lots offered up to and including the 16th of December, 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.

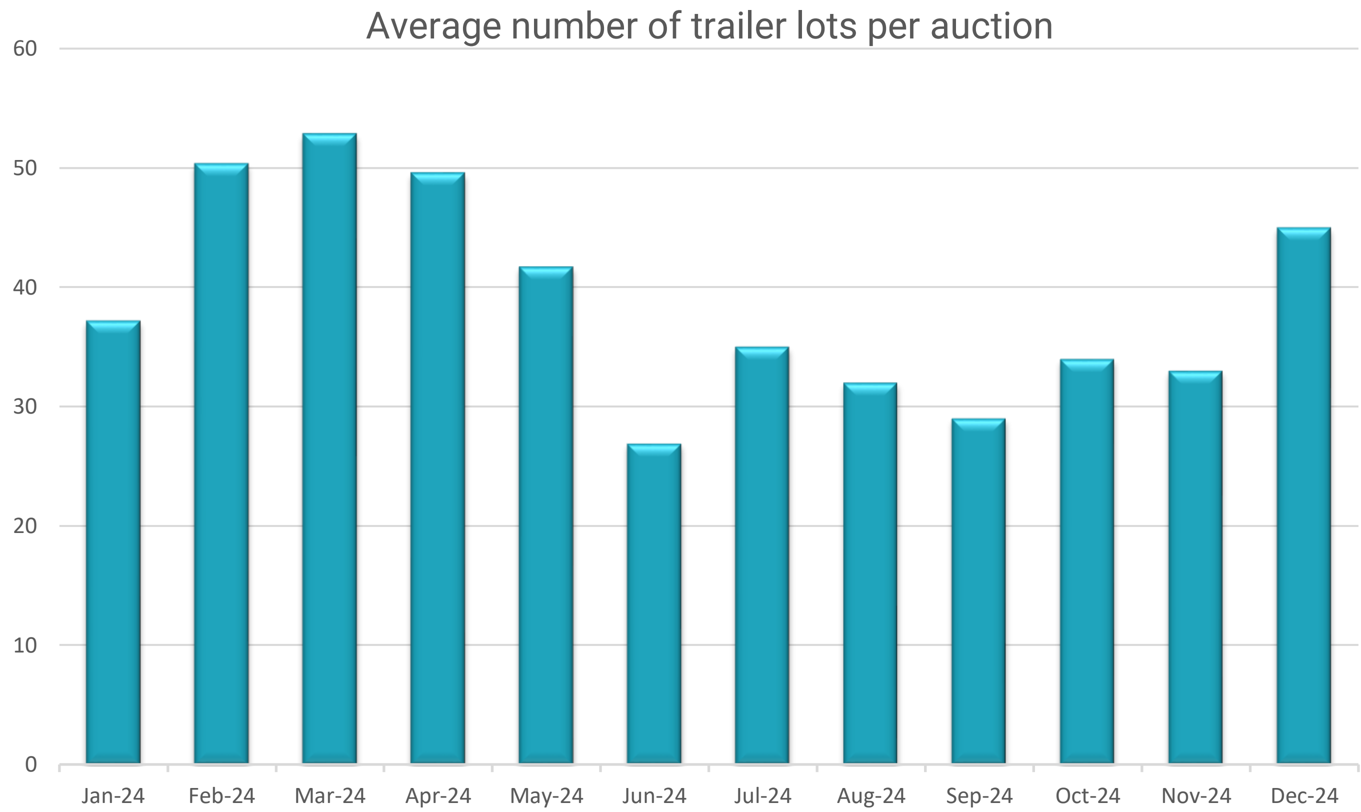

Average number of truck lots per auction
200
180
160
140
120
100
80
60
40
20
0
Jan-24
Feb-24
Mar-24
Apr-24
May-24
Jun-24
Jul-24
Aug-24
Sep-24
Oct-24
Nov-24
Dec-24

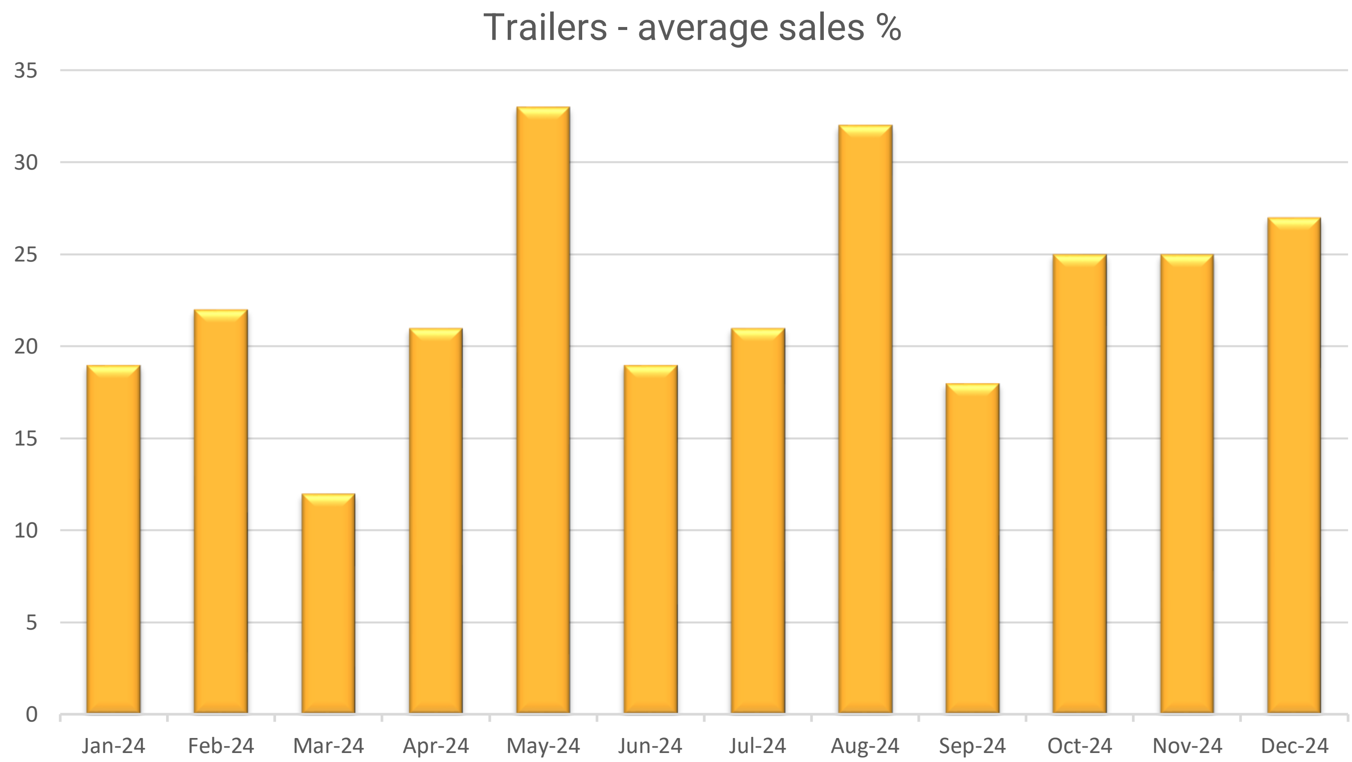

Trucks - average sales %
45
40
35
30
25
20
15
10
5
0
Jan-24
Feb-24
Mar-24
Apr-24
May-24
Jun-24
Jul-24
Aug-24
Sep-24
Oct-24
Nov-24
Dec-24

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.



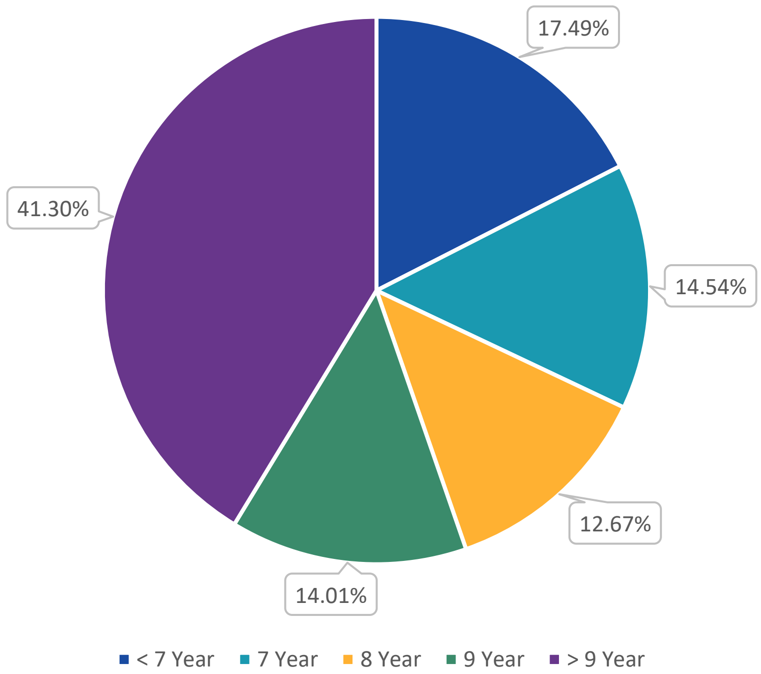


Commercial editorial

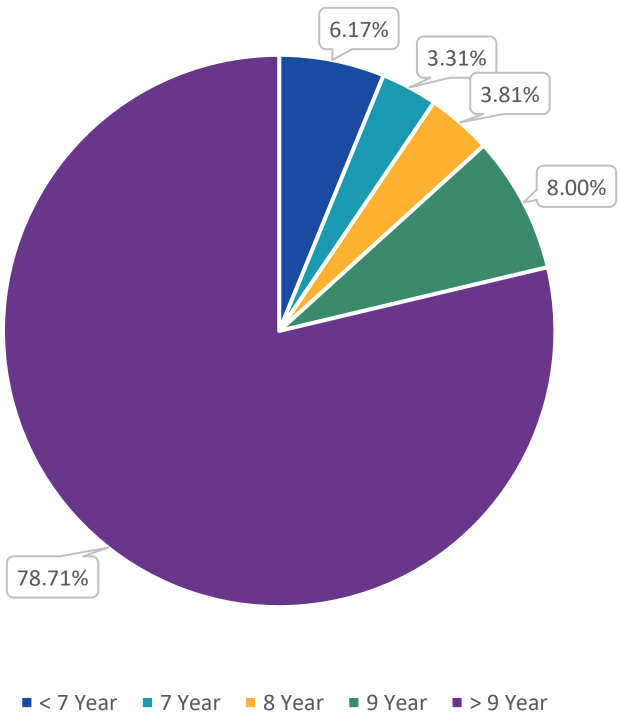
By cap hpi

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.

Truck auction lots by age

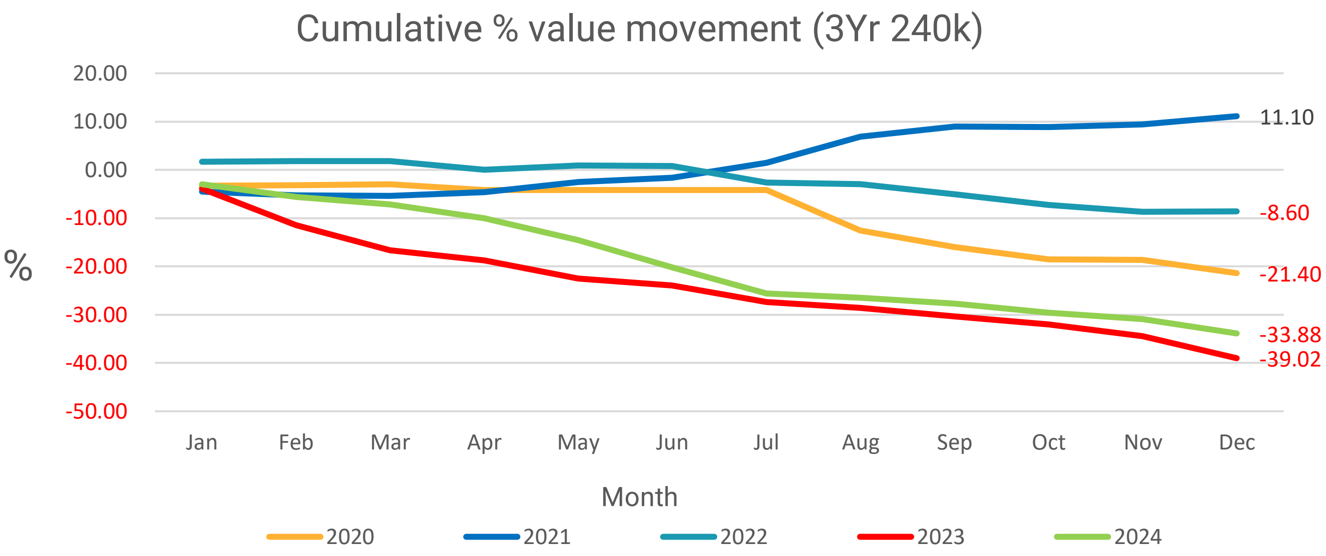


Trailer auction lots by age



Figures for all the above graphs are correct up to and including 16th December 2024.

Finally, the following chart illustrates the cumulative % change in guide values over recent years up to the end of last month.



Sector Summary

7.5t to 12t vehicles - Euro 6

- Values of some types have declined whilst some have increased with many values remaining steady.

7.5t boxes, predominantly DAF and Iveco's, continue to appear for sale in numbers. Boxes are now in plentiful supply and whilst the tidiest examples are finding new homes values are being pressured and the untidy ones are failing to attract sufficient attention of buyers.

Curtains remain steady away whilst fridges, like boxes, are also numerous, especially older examples. with many models being on lightweight Isuzu and Mitsubishi chassis but there are plenty available from other marques.

Good availability of late tippers, especially low mileage examples, were well received by the trade who snapped them up as they appeared. Older examples are not selling so swiftly and currently only the cleanest, lowest mileage ones are achieving positive outcomes.

Dropsides remain relatively scarce but here too sales have not been as fluent as they were just a few months ago but that may be due to the time of year when demand for such vehicles is often lower.

Refuse vehicles which often have low mileage are less numerous than their larger cousins and they often attract more attention. However, body specification, chassis manufacturer and condition dictate the level of such interest.

13t to 18t vehicles - Euro 6

- Values of most types have remained stable and whilst some values have fallen there are some increases to record.

With most examples on offer being over five years of age only the best vehicles are currently selling easily.

Just like the 7.5t sector there are plenty of fridges available, mainly on DAF LF chassis, some of which are of questionable quality with numerous ones being ignored by prospective buyers.

Late model boxes and curtains remain available and usually attract good interest when they do appear, but this does not necessarily result in a sale as vendor expectations remain high.

Skip vehicles remain frequent auction entries and the ones that are ready for work usually provoke interest when they appear, but only if they have extendable arms.

Tippers are less numerous at present and are still being traded despite the season, as are gritters, particularly ones with plough equipment fitted.

Multi-wheelers - Euro 6

- Values of three axle vehicles have remain mostly unchanged with just a handful of decreased values to note. Similar can also be said for four axle variants.

The number of 6x4 and 8x4 tippers has slowed a little, potentially due to the time of year, but those that do appear still attract interest, especially so when cranes are fitted.

Refuse trucks, particularly older ones, remain a problem and most are struggling to find new homes and often attract bids which still do not reflect their true value.

Hook-loaders and skips continue to sell but price usually reflects condition rather than mileage which is not necessarily a major consideration for such vehicles as long as they are work ready.

Draw-bar outfits and car carrier rigs, generally available in penny numbers, continue to struggle to find buyers.

Tractor units - Euro 6

- The values of most three axle models remain unchanged. There are just a few decreases with one model bucking the trend and increasing in value.
- The values of most 4x2's have remained stable with a couple of increases to record.

Values of most 4x2 vehicles have remained reasonably stable. There are a couple of models which have proved popular recently and they have seen their values bounce back a little following a dip last month.

6x2 tractor unit values remain largely unchanged even though stock remains high. The exception being DAF's where some models have declined in value due primarily to the numbers currently available.

Trailers

- Trailers – Except for a small drop in the value of platforms and small increases to curtains and tippers most values remain unchanged.

Research indicates that the trailer market is reasonably healthy at present because even though stock has increased, so has sales. However, it comes with a health warning as the traditional post-Christmas de-fleets are still to hit the market which may affect sales and values.

Batches of clean tri-axle curtains mostly under five years of age proved extremely popular with most selling as they appeared.

Flats are selling but copious stocks are not helping values. Tippers have been more popular recently and the additional interest has helped values.

A handful of 8.5m single-axle brewery specification curtains used for urban beer deliveries have been available, but their age and poor condition resulted in little interest and likely they will eventually pass for breaking.

Rob Smith
HGV Valuations Editor