Commercial editorial

By cap hpi

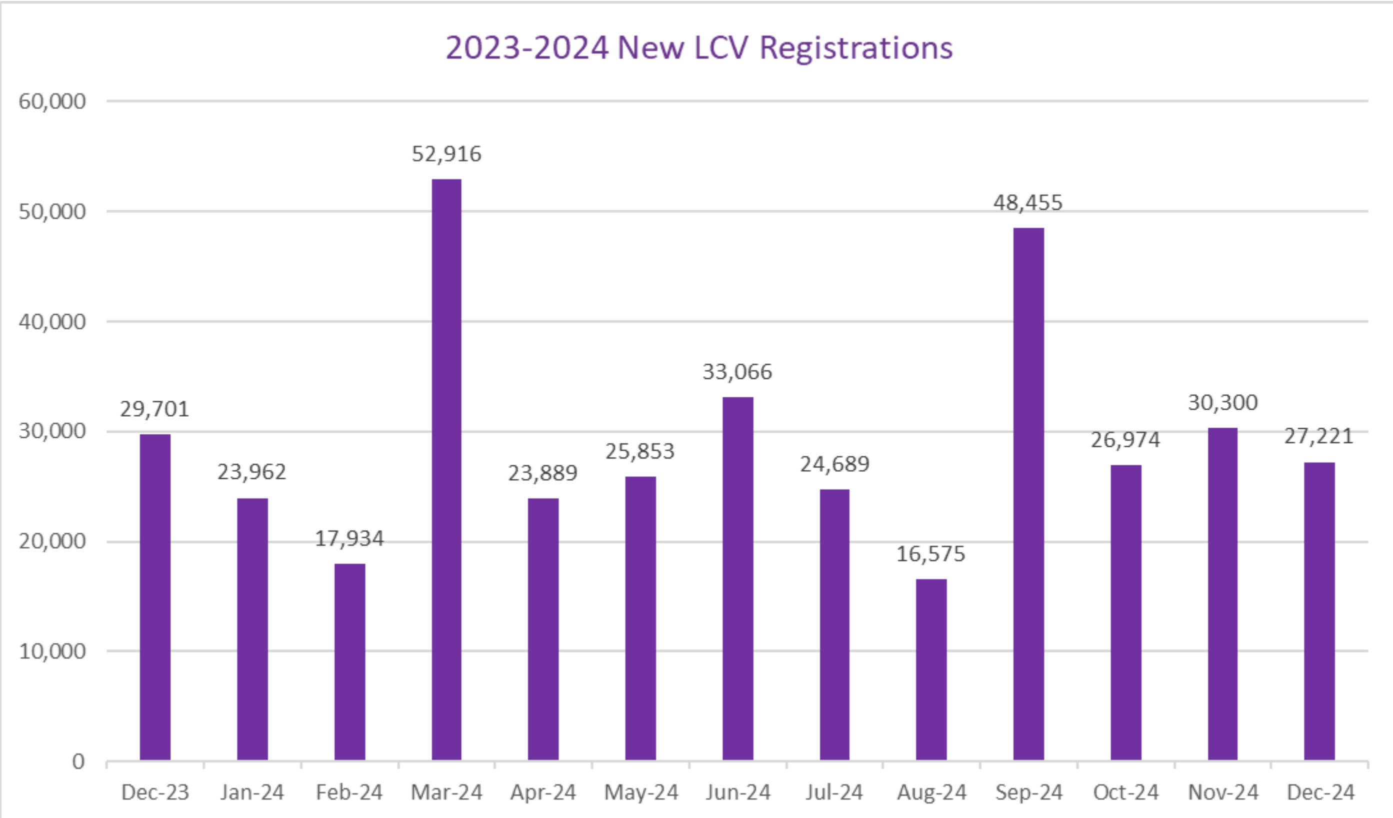
February 2025

LCV market overview

For what it's worth

December - New LCV Registrations

According to the latest figures from the SMMT, 27,221 new LCVs were registered in December taking the end of year total to 351,834. Year on year the new LCV market grew by just over 3% (10,379).



Used LCV Market – January

The used LCV wholesale market got off to a flying start in the first week of the new year, with auction officials reporting large numbers of trade buyers logging onto their sales platforms and good attendances at their physical sales. It also heralded the return of some of the bigger buyers who were conspicuous by their absence last month.

As always, there was fierce competition in the auction halls for clean low mileage vehicles, driving up market prices. However, older, higher mileage vehicles, exhibiting correspondingly more damage or in need of mechanical or electrical attention, were attracting fewer bids, and selling well below the guide prices.

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Vehicle condition continues to be the bane of trade buyers' lives, not only because of the escalating cost of repairs, but due to the difficulties of getting vehicles into body and paint shops. With market prices falling month on month, time is of the essence when putting a vehicle into a saleable condition. Consequently, buyers face the risk of profit margin erosion the longer it takes for repairs to be completed.

On a more positive note, there have been reports of paint and body repair specialists phoning remarketing companies looking for work. The condition of used stock does seem to be improving, supporting the notion that body and paint shop lead times are decreasing.

The supply and model mix of used LCV stock to the wholesale market does seem to be fairly evenly matched to demand at the moment, which goes a long way to explain the stable market prices we are currently seeing. Whilst most auction houses seem confident of this continuing throughout Quarter 1, there are concerns over Quarter 2. As we know from historic new LCV registration figures, there does appear to a deficit in 3 year old stock looming that could impact on Q2 used stock levels.

Although reports are sketchy, the retail demand for used LCVs seems to be holding up well, which is truly remarkable considering the widely reported gloomy predictions of where the UK economy might be heading. Teetering on the edge of another recession, negligible growth in GDP and rising inflation, yet the trade is still buying up stock in response to retail demand or vans. As we have seen in previous economic downturns, this is a clear measure of the resilience of the used LCV market.

Guide price movements for February – all sectors

3 years/60,000 miles **-1.5%**
5 years/100,000 miles **-1.5%**

Indicative guide price movements

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.

Indicative guide price movements by sector

Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
City Van	-2.8%	-2.9%	-3.0%	-3.0%	-3.0%
Small Van	-1.3%	-1.2%	-2.1%	-1.7%	-1.8%
Medium Van	-2.0%	-2.1%	-2.2%	-2.0%	-1.9%
Large Van	-1.1%	-1.4%	-1.4%	-1.5%	-2.2%
Chassis - Derived	-1.3%	-1.5%	-1.4%	-1.5%	-1.5%
All Terrain Lifestyle	-0.9%	-0.3%	-0.1%	-0.6%	-0.5%
All Trerrain Workhorse	-0.1%	-0.2%	-0.2%	0.3%	0.3%
Mini-bus	-0.4%	-0.4%	-0.6%	-0.5%	-0.6%
Vat Qualifying	-0.5%	-0.6%	-0.7%	-0.6%	-0.4%

Indicative guide price movements by fuel types

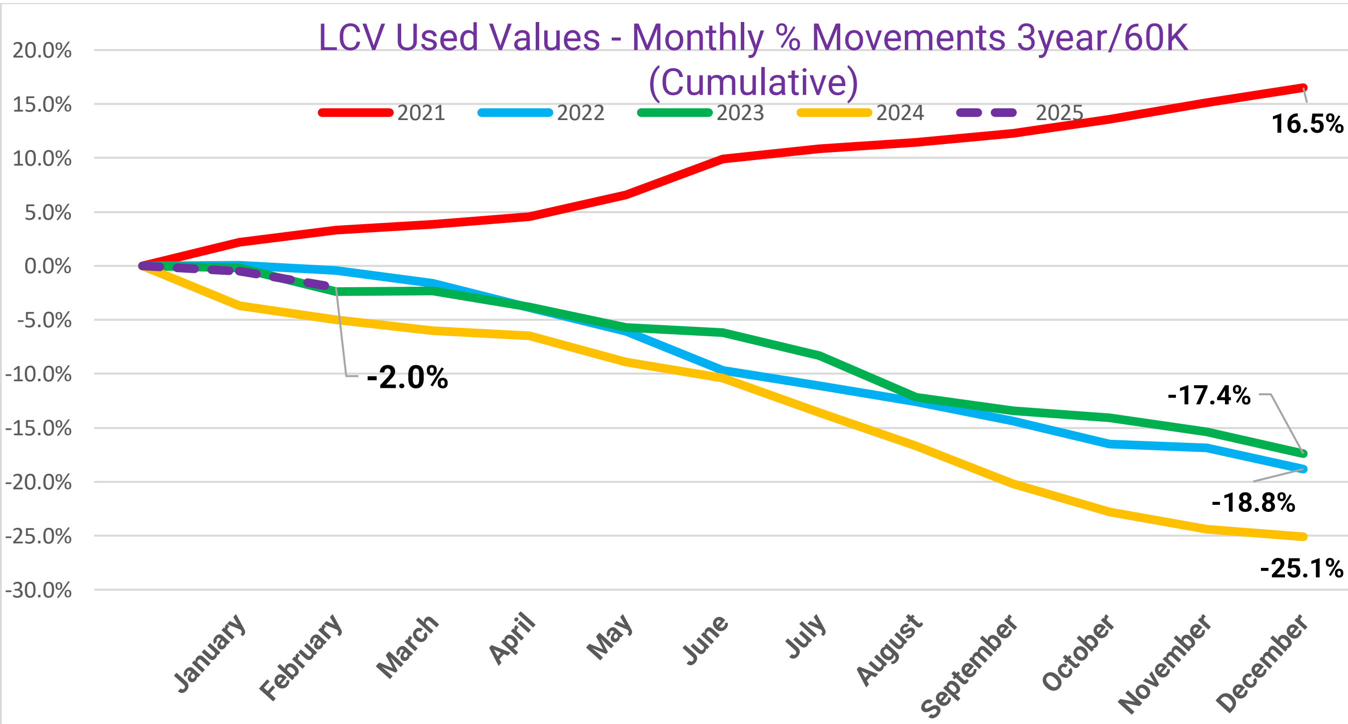
Fuel Types	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
Diesel	-1.2%	-1.3%	-1.3%	-1.3%	-1.6%
Petrol	-1.7%	-1.5%	-1.8%	-1.3%	-1.3%
Electric	-4.3%	-4.3%	-4.4%	-4.4%	-4.3%
Petrol Parallel PHEV	-0.9%			-1.1%	-1.0%
Petrol Series PHEV	-1.9%	-2.1%	-1.8%	-1.8%	-1.6%
Petrol/Electric Hybrid	0.0%	0.0%			

Indicative guide price movements by battery electric sector

BEV Sector	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
E City Van			0.0%	0.0%	
E Small Van	-4.0%	-4.0%	-4.0%	-4.1%	-3.8%
E Medium Van	-3.8%	-3.9%	-3.8%	-3.7%	-4.0%
E Large Van	-5.0%	-5.0%	-5.0%	-5.0%	-5.0%
E Chassis - Derived	-4.0%	-4.0%	-4.0%	-4.0%	-4.0%
E 4x4 Pick-up Lifestyle SUV	-3.9%	-4.1%			
E Mini-bus					-1.8%
E Vat Qualifying	-2.0%	-2.1%	-2.0%	-2.1%	-1.8%

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 fell to more sustainable levels. The purple dotted line represents the cumulative guide price movements as of February 2025, (-2%).

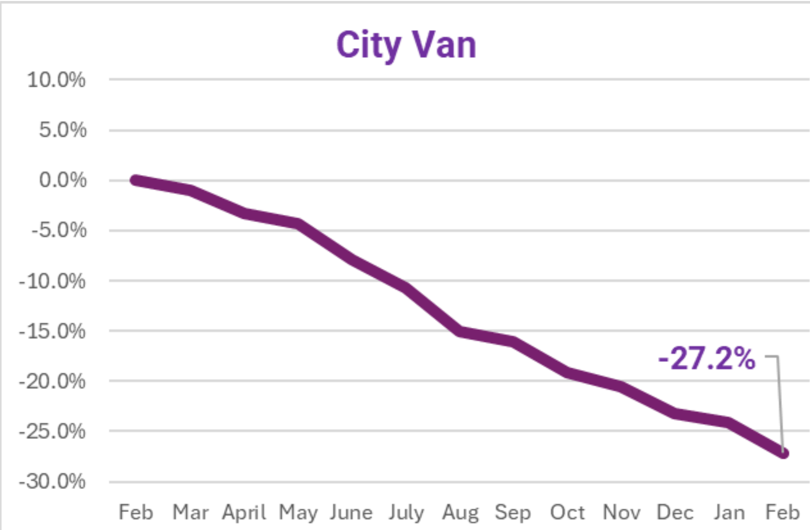


Best-selling City Vans by sales volume

34051 CORSAVAN DIESEL (2014 - 2018) - 1.3 CDTi 16V 95ps ecoFLEX Van [Start/Stop] (14-17)
20480 NEMO DIESEL (2008 - 2017) - 1.3 HDi LX (10-11)
24217 NEMO DIESEL (2008 - 2017) - 1.3 HDi Enterprise [non Start/Stop] (11-16)
43639 FIESTA DIESEL (2018 - 2020) - 1.5 TDCi Van (18-20)
42522 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi Trend Van [6 Speed] (18-23)
20798 FIORINO CARGO DIESEL (2008 - 2016) - 1.3 16V Multijet Van Start Stop (10-15)
15854 FIESTA DIESEL (2009 - 2012) - 1.4 TDCi Van (09-10)
16561 BIPPER DIESEL (2008 - 2017) - 1.4 HDi 70 Professional (09-12)
34050 CORSAVAN DIESEL (2014 - 2018) - 1.3 CDTi 16V Van [Start/Stop] (14-18)
42524 TRANSIT COURIER DIESEL (2014 - 2023) - 1.5 TDCi 100ps Limited Van [6 Speed] (18-23)

City Van guide price movements by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%
FORD	-2.9%	-3.0%	-3.0%	-3.0%	-3.0%
TOYOTA	0.0%	0.0%			



Ther Ford Courier (2014-2024) accounted for 71% of sector sales, achieving on average 95.2% of the guide price. The latest Ford Courier (2023-) is a larger vehicle and can be found in the Small Van sector.

Fiesta (2018-) took just over 12% of the market with a price performance of 96.8%, whilst the Fiesta (09-17) models took the remaining 17% market share with a price performance of 90.6%. The overall average performance of this sector was 94.7%.

On average the guide prices in this sector have gone down by **-3.0%** in this edition taking the rolling year cumulative movement to **27.2%**, which is up +1.2% compared to last month.

Best-selling Small Vans by sales volume

44218 COMBO CARGO L1 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)
44219 COMBO CARGO L2 DIESEL (2018 - 2024) - 2300 1.5 Turbo D 100ps H1 Sportive Van (19-21)
42534 TRANSIT CONNECT 200 L1 DIESEL (2018 - 2021) - 1.5 EcoBlue 120ps Limited Van (18-21)
44516 BERLINGO M DIESEL (2018 - 2024) - 1.5 BlueHDi 1000Kg Driver 100ps (19-21)
38516 PARTNER L1 DIESEL (2015 - 2018) - 850 1.6 BlueHDi 100 Professional Van ATV (16-18)
44402 PARTNER LONG DIESEL (2018 - 2024) - 950 1.5 BlueHDi 100 Professional Van (19-21)
51987 COMBO CARGO L1 DIESEL (2018 - 2024) - 2000 1.5 Turbo D 100ps H1 Griffin Van (21-21)
44331 BERLINGO M PETROL (2019 - 2024) - 1.2 PureTech 1000Kg Enterprise 110ps [Start stop] (19-21)
24342 NV200 DIESEL (2009 - 2019) - 1.5 dCi 89 SE Van (11-13)

Small Van guide price movements by manufacturer

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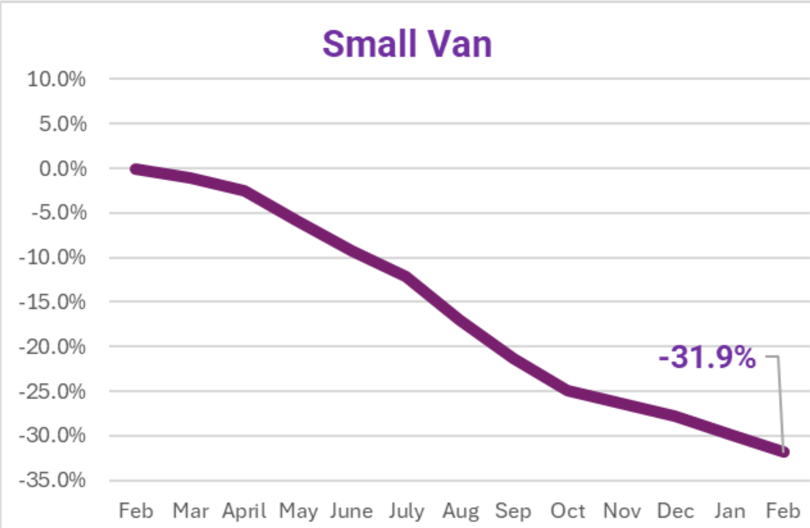
Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	0.0%	0.0%	0.0%	0.0%	0.0%
FIAT	0.0%	0.0%	-3.0%	-2.6%	-2.6%
FORD	-2.1%	-2.0%	-2.0%	-2.1%	-2.0%
MERCEDES-BENZ	-3.1%	-3.2%		0.0%	0.0%
NISSAN	0.0%	0.0%	-8.0%	-8.0%	-6.9%
PEUGEOT	0.0%	0.0%	0.0%	0.0%	0.0%
RENAULT	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%
TOYOTA	-2.0%	-2.9%	-3.0%	-2.8%	-3.0%
VAUXHALL	0.0%	0.0%	0.0%	0.0%	0.0%
VOLKSWAGEN	-2.0%	-2.0%	-2.0%	-1.1%	0.0%

Small Van cumulative guide price movements – rolling 12 months



Overall, this sector performed at around 92.5% of cap. On average the guide is down by **-2.1%**. This takes the rolling year cumulative movement down by 2% to **-31.9%**.

There was ample volume of a wide range models on sale last month. Ford Connect accounted for a 22.6% share of the market and achieved 94% of CAP Average.

Peugeot Partner's share was19.3% at 90% of CAP.
Vauxhall's share was 16.2% at 94.6% of CAP.
Citroen' share was 14.6% at 92.7% of CAP.

Best-selling Medium Vans by sales volume

35836 TRANSIT CUSTOM 310 L1 DIESEL FWD (2012 - 2017) - 2.0 TDCi 105ps Low Roof Van (16-17)
42077 TRANSIT CUSTOM 300 L2 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)
42060 TRANSIT CUSTOM 280 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-23)
42084 TRANSIT CUSTOM 320 L2 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 130ps Low Roof D/Cab Limited Van (17-23)
42069 TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 130ps Low Roof Limited Van (17-23)
44447 TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 - 2023) - 2.0 EcoBlue 130ps Low Roof Leader Van (19-23)
44322 VIVARO L2 DIESEL (2019 - 2024) - 2900 1.5d 100PS Sportive H1 Van (19-22)
39597 EXPERT STANDARD DIESEL (2016 - 2024) - 1400 2.0 BlueHDi 120 Professional Van (16-21)
42064 TRANSIT CUSTOM 300 L1 DIESEL FWD (2017 - 2023) - 2.0 TDCi 105ps Low Roof Van (17-19)

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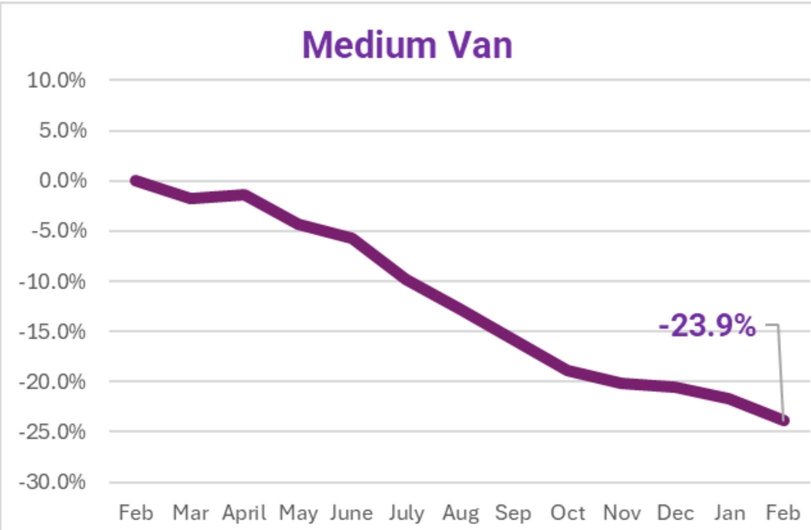
By cap hpi

Medium Van - guide price movements by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-1.8%	-3.1%	-3.0%	-3.0%	-3.0%
FIAT	-1.0%	-1.0%	-1.0%	-1.0%	-1.0%
FORD	-2.0%	-2.0%	-2.0%	-2.0%	-2.0%
HYUNDAI					-0.8%
MERCEDES-BENZ	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%
NISSAN	-3.0%	-3.0%	-2.6%	-1.0%	-1.0%
PEUGEOT	-1.7%	-3.0%	-3.0%	-3.0%	-3.0%
RENAULT	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%
RENAULT TRUCKS UK	-3.0%	-3.0%			
TOYOTA	-2.3%	-2.9%	-2.9%	-3.1%	-3.0%
VAUXHALL	0.0%	0.0%	0.0%	0.0%	0.0%
VOLKSWAGEN	-1.0%	-1.4%	-1.4%	-1.5%	-1.4%

Medium Van cumulative guide price movements – rolling 12 months



With an overall sector performance of 94.1%, the guide values have gone down by **-2.2%**. The rolling year cumulative movements to has increased marginally to **-23.9%**.

Ford Transit Custom continues to dominate this sector with double cabs in particular outperforming the guide prices.

Notably, VW Transporter T6 (16-20) and (20-) models were available in large numbers and performed at 99.2% and 100.9%, respectively.

Best-selling Large Vans by sales volume

31282	DUCATO 35 MWB DIESEL (2014 - 2023) - 2.3 Multijet High Roof Van 130 (14-19)
44606	TRANSIT 350 L3 DIESEL RWD (2019 ----) - 2.0 EcoBlue 130ps H3 Leader Van (19-24)
45311	BOXER 335 L3 DIESEL (2014 - 2024) - 2.2 BlueHDi H2 Professional Van 140ps (19-22)
49244	SPRINTER 315CDI L3 DIESEL RWD (2020 ----) - 3.5t H2 Progressive Van (20-)
44585	TRANSIT 350 L3 DIESEL FWD (2019 ----) - 2.0 EcoBlue 130ps H2 Leader Van (19-24)
22594	RELAY 35 L2 DIESEL (2006 - 2014) - 2.2 HDi H2 Van 130ps (11-14)
49245	SPRINTER 315CDI L3 DIESEL RWD (2020 ----) - 3.5t H2 Premium Van (20-)
44622	TRANSIT 290 L2 DIESEL FWD (2019 - 2023) - 2.0 EcoBlue 130ps H2 Trend Van (19-23)
18658	MASTER LWB DIESEL FWD (2010 - 2019) - LM35dCi 125 Medium Roof Van (10-14)
52562	MOVANO 3500 L3 DIESEL FWD (2021 - 2024) - 2.2 Turbo D 140ps H2 Van Dynamic (21-22)

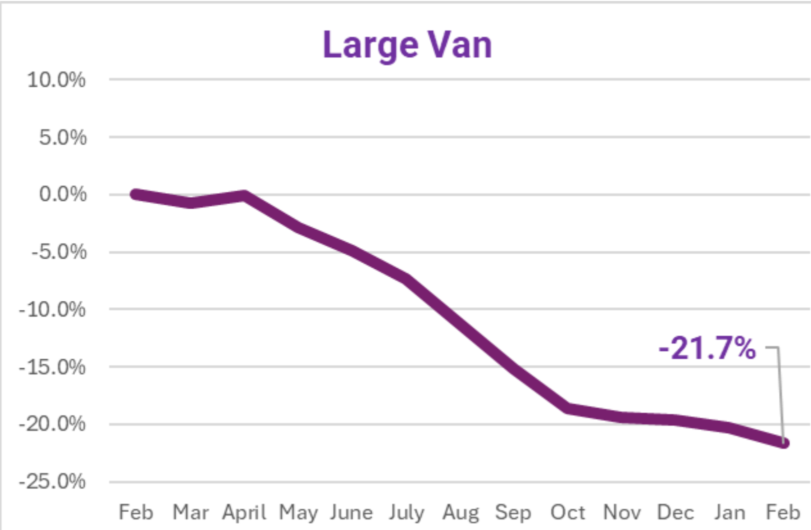
Commercial editorial

By cap hpi

Large van - guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
CITROEN	-1.1%	-2.1%	-2.0%	-2.1%	-2.0%
FIAT	-1.7%	-2.0%	-2.0%	-2.0%	-2.0%
FORD	1.0%	1.0%	1.0%	1.0%	1.0%
IVECO	-1.6%	-2.0%	-2.0%	-2.0%	-3.0%
LDV					-1.7%
MAN	-1.5%	-2.0%	-2.0%	-2.0%	-2.0%
MAXUS	-1.0%	-1.0%	-1.0%	-0.8%	
MERCEDES-BENZ	0.0%	0.0%	0.0%	0.0%	0.0%
NISSAN	-1.0%	-1.0%	-1.9%	-4.0%	-3.9%
PEUGEOT	-1.1%	-2.0%	-2.0%	-2.0%	-2.0%
RENAULT	-2.0%	-2.0%	-2.0%	-2.0%	-2.6%
RENAULT TRUCKS UK	-1.0%	-1.0%	-1.2%	-1.2%	-1.2%
VAUXHALL	-1.3%	-2.0%	-2.0%	-2.0%	-2.0%
VOLKSWAGEN	-3.0%	-3.0%	-3.0%	-3.0%	-3.0%

Large Van cumulative guide price movements – rolling 12 months



With an average price performance of 93.4% there is only a marginal decrease of **-1.4%** to most of the guide prices for this edition.

The rolling year cumulative movement has gone down by **-0.5%** to **-21.7%.**

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)
49095 HILUX DIESEL (2020 ----) - Invincible D/Cab Pick Up 2.4 D-4D Auto (20-)
45494 L200 DIESEL (2019 - 2021) - Double Cab DI-D 150 Barbarian X 4WD Auto (19-21)
41810 FULLBACK DIESEL SPECIAL EDITION (2017 - 2019) - 2.4 180hp Cross Double Cab Pick Up (17-19)
42438 X CLASS DIESEL (2017 - 2020) - 250d 4Matic Progressive Double Cab Pickup Auto (17-20)
45404 NAVARA SPECIAL EDITION (2018 - 2022) - Double Cab Pick Up N-Guard 2.3dCi 190 TT 4WD Auto (19-22)
38361 HILUX DIESEL (2016 - 2020) - Invincible D/Cab Pick Up 2.4 D-4D (16-20)
38359 HILUX DIESEL (2016 - 2020) - Icon D/Cab Pick Up 2.4 D-4D Auto [Nav] (16-19)
35005 RANGER DIESEL (2015 - 2019) - Pick Up Double Cab Wildtrak 3.2 TDCi 200 (15-19)
45403 NAVARA SPECIAL EDITION (2018 - 2022) - Double Cab Pick Up N-Guard 2.3dCi 190 TT 4WD (19-22)

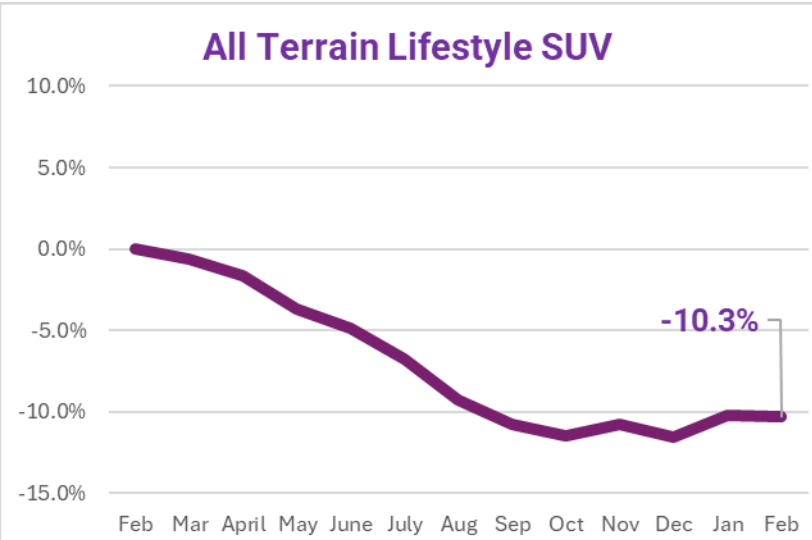
Commercial editorial

By cap hpi

All Terrain Lifestyle SUV guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
FIAT			-1.0%	-0.8%	-1.0%
FORD	0.0%	0.0%	0.0%	0.0%	-0.2%
GREAT WALL					-1.2%
ISUZU	-2.9%	-3.0%	-3.0%	-3.0%	-3.0%
KGM	-1.1%				
MERCEDES-BENZ				-1.0%	-1.0%
MITSUBISHI				-1.8%	-1.9%
NISSAN		0.0%	0.0%	0.0%	0.0%
SSANGYONG	-1.0%	-0.9%	-0.8%	-0.9%	-1.0%
TOYOTA	2.0%	2.0%	2.1%	2.0%	1.9%
VOLKSWAGEN	-3.0%			-3.1%	-3.0%

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



With a price performance of 98.4% of cap average, it has been another strong month for this sector.

On average the guide prices have gone down by **-0.2%** in this edition. The rolling year cumulative movement has gone down by **1.1%** to **-10.3%**.

Best-selling All Terrain Workhorse by sales volume

38351 HILUX DIESEL (2016 - 2020) - Active D/Cab Pick Up 2.4 D-4D (16-20)
51518 D-MAX DIESEL (2020 ----) - 1.9 Utility Double Cab 4x4 (20-)
41605 D-MAX DIESEL (2017 - 2020) - 1.9 Extended Cab 4x4 (17-20)
24963 D-MAX DIESEL (2012 - 2017) - 2.5TD Double Cab 4x4 (12-17)
51474 DISCOVERY DIESEL (2020 ----) - 3.0 D300 SE Commercial Auto (20-24)
55931 DEFENDER 90 DIESEL (2020 ----) - 3.0 D300 Hard Top X-Dynamic HSE Auto [3 Seat] (22-24)
18668 L200 LWB LB DIESEL (2009 - 2015) - Double Cab DI-D 4Work 4WD 134Bhp [2010] (10-15)
49552 DEFENDER 110 DIESEL (2020 ----) - 3.0 D300 Hard Top HSE Auto (20-22)
24337 SHOGUN LWB DIESEL (2010 - 2014) - 3.2 DI-DC SG2 Van (11-14)
55936 DEFENDER 110 DIESEL (2020 ----) - 3.0 D300 Hard Top X-Dynamic HSE Auto (22-24)

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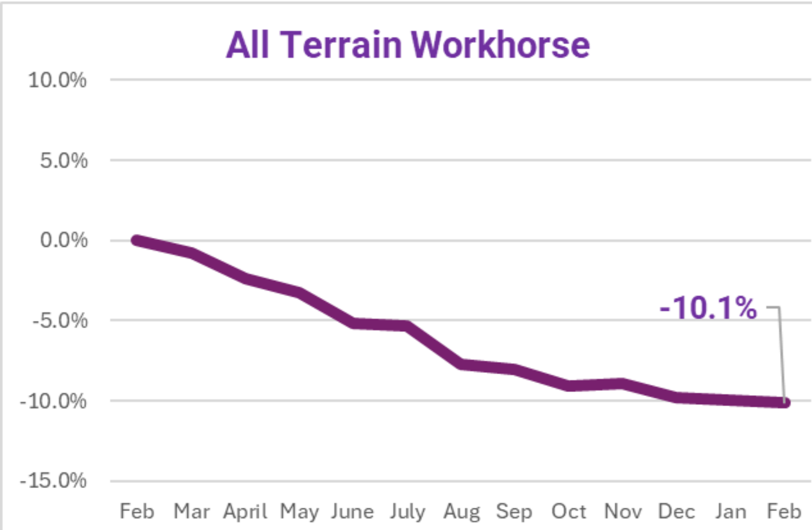
By cap hpi

All Terrain Workhorse guide price adjustments by manufacturer

Manufacturer	1Yr20k	2Yr40k	3Yr60k	4Yr80k	5Yr100k
DACIA	-0.9%	-1.0%	-1.0%	-1.2%	-0.9%
FORD	-1.1%	-1.0%	-0.9%	-1.1%	-1.0%
ISUZU	-1.0%	-0.9%	-1.1%	-1.1%	-1.1%
LAND ROVER	0.0%	0.0%	0.0%	0.0%	0.0%
MITSUBISHI				-1.0%	-1.0%
NISSAN	0.0%	-1.0%	-1.1%	-1.0%	-0.8%
SSANGYONG					-0.9%
SUZUKI	-1.3%	-1.2%	-1.0%		
TOYOTA	2.0%	1.3%	1.4%	1.5%	1.6%

All Terrain Workhorse cumulative guide price movements – rolling 12 months



The average overall sector performance for this sector last month was 98.4%.

The average guide prices have gone down by **-0.2%** in this edition. This takes the rolling year cumulative movement to **-10.1%**.

Ken Brown
LCV Valuations Editor

February 2025

HGV market overview

The average number of trucks presented as auction entries declined a little in January, and sales increased so it is a decent start to the year sales-wise. Value wise it is a mixed bag, with some of the more abundant models declining in value a little, while some less populous types have seen increase, but most values remain steady. Less stock and willing buyers are just what is needed to maintain, and dare we say increase, used values.

With auctions quickly getting back into the swing of things after the festive season it is good to see them offering a good mix of stock enabling some brisk trade to be done. The auctions we viewed indicated that values in some sectors were beginning to show signs of improved values, but it is still early days.

Next month will be the test because it is usually February that post-Christmas de-fleets appear, however, we have already seen a small selection of early arrivals.

Current sentiment in the market is that nothing is expected to change imminently with many simply happy to keep ticking over until the spring, when buyers usually appear along with the better weather.

Used truck and trailer statistics.

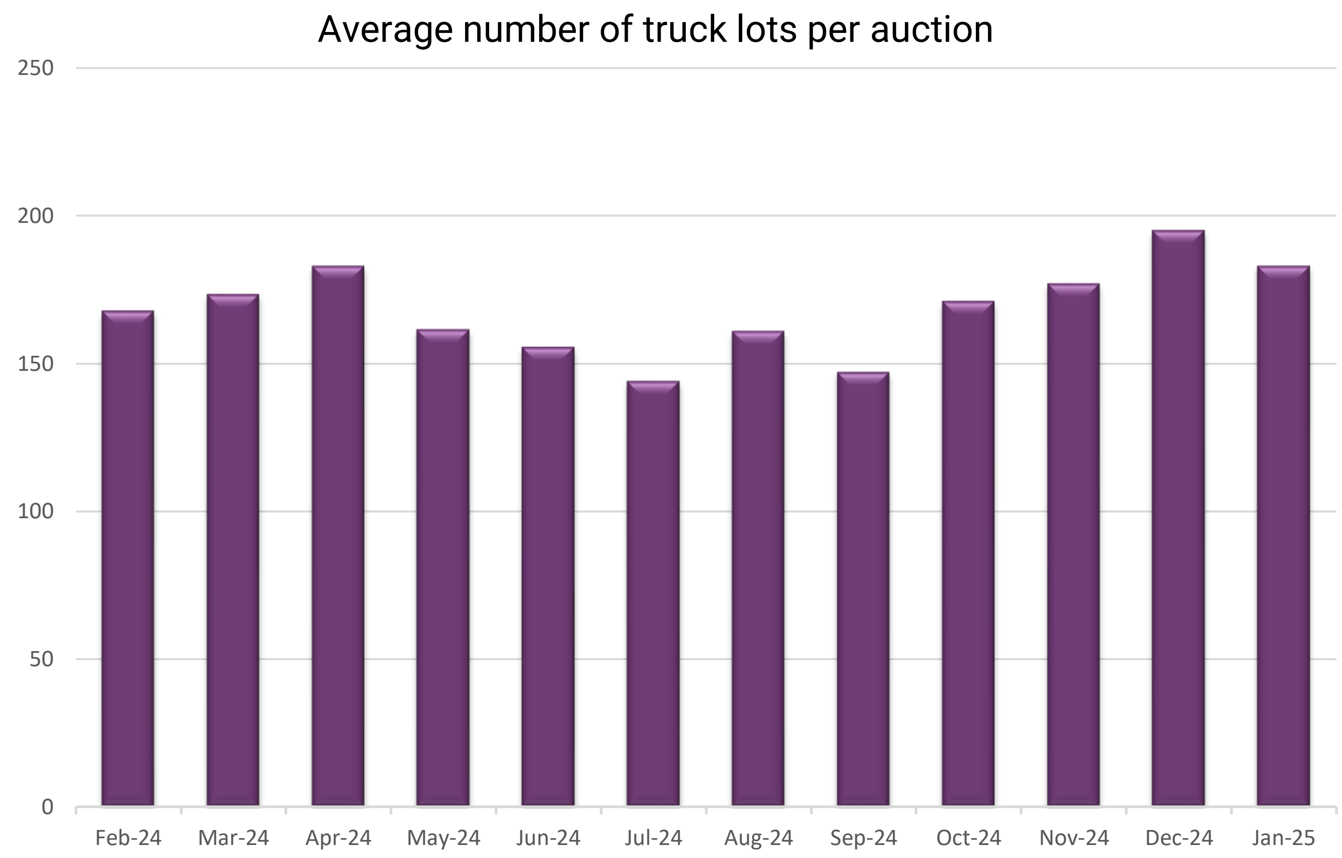
Over the last month the average number of truck entries at auctions fell by 6.2%, whilst the number of on-the-day sales increased by 12.5%. Sales were 24.1% more than in January last year when the average number of entries per auction was 15.8% less than this year.

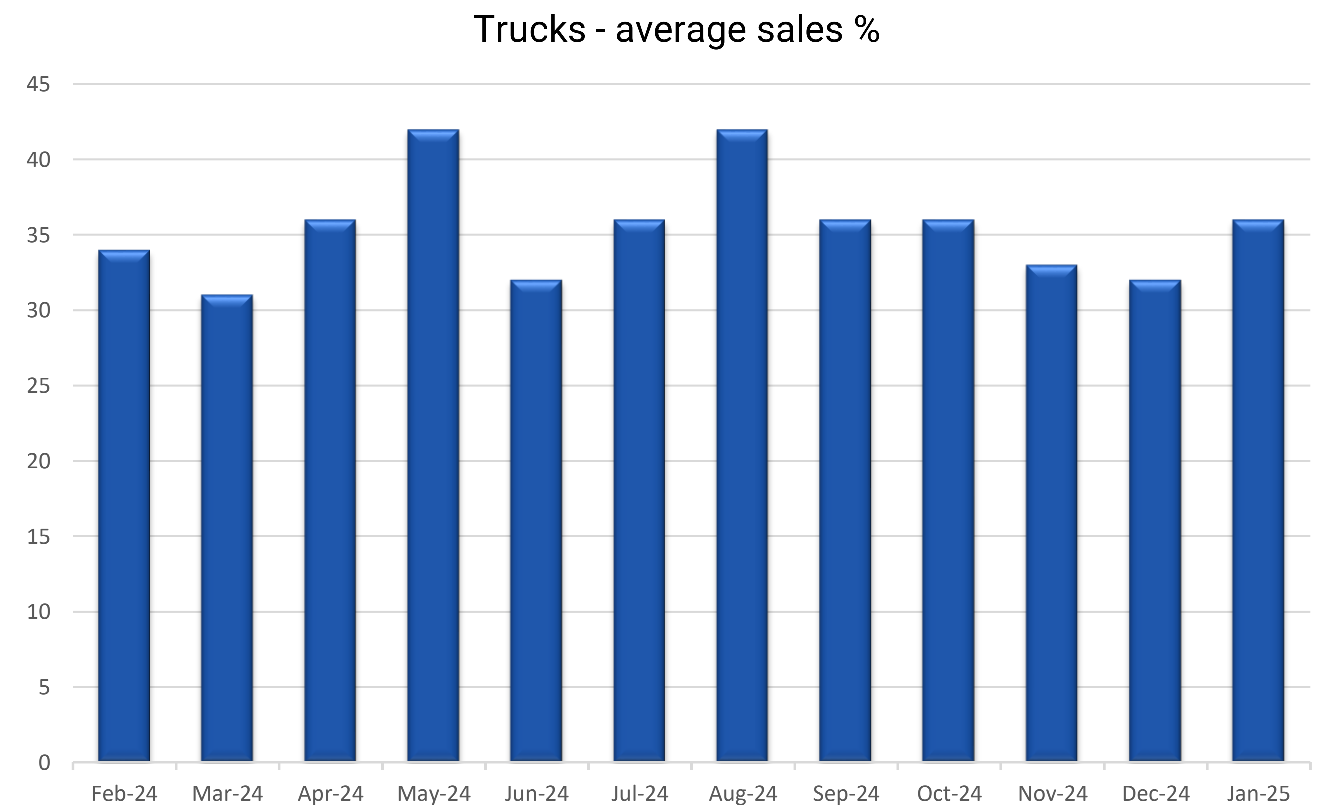
Trailer entries have decreased by 8.7% since last month and sales increased by 50.0%. Sales were 73.6% greater than last January when the average number of entries was 11.9% less than this year.

Over the previous month the number of vehicles under seven years of age decreased by 29.5% whilst vehicles over nine years old increased by 23.6%. Trailers saw an increase of 123.9% in those under seven years of age and those over nine-year-old increased by 2.8%.

The above statistics are based on four auctions and 1,163 total truck and trailer lots offered up to and including the 20th of January, 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 trucks 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.

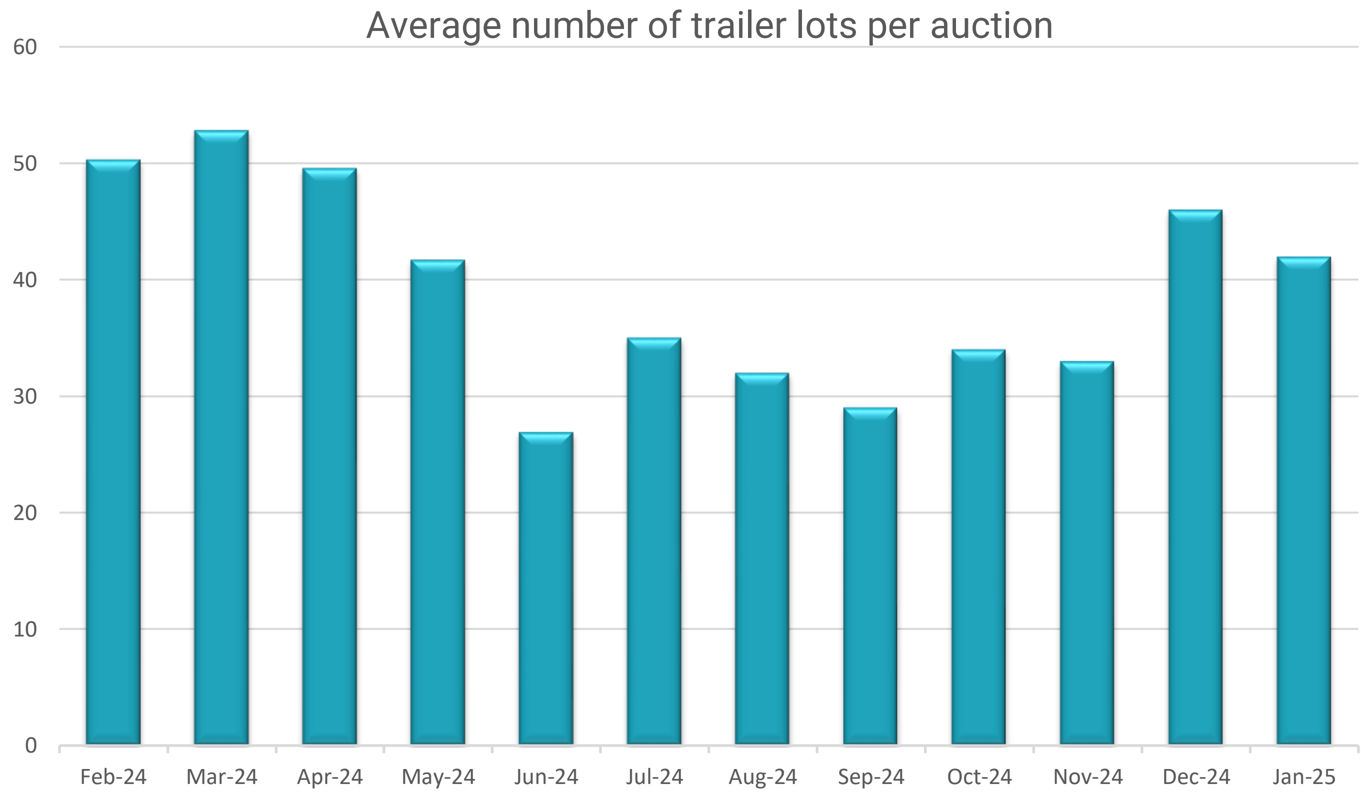

Average number of truck lots per auction
250
200
150
100
50
0
Feb-24
Mar-24
Apr-24
May-24
Jun-24
Jul-24
Aug-24
Sep-24
Oct-24
Nov-24
Dec-24
Jan-25

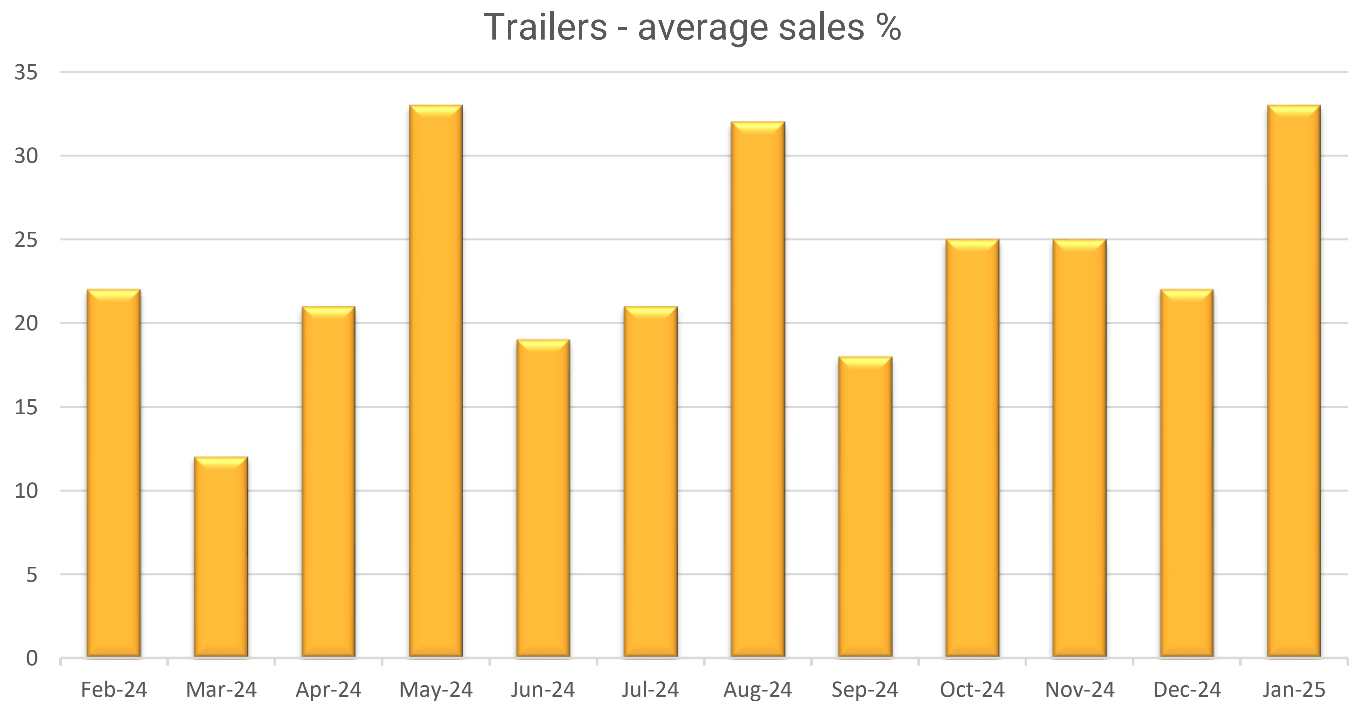

Trucks - average sales %
45
40
35
30
25
20
15
10
5
0
Feb-24
Mar-24
Apr-24
May-24
Jun-24
Jul-24
Aug-24
Sep-24
Oct-24
Nov-24
Dec-24
Jan-25

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.

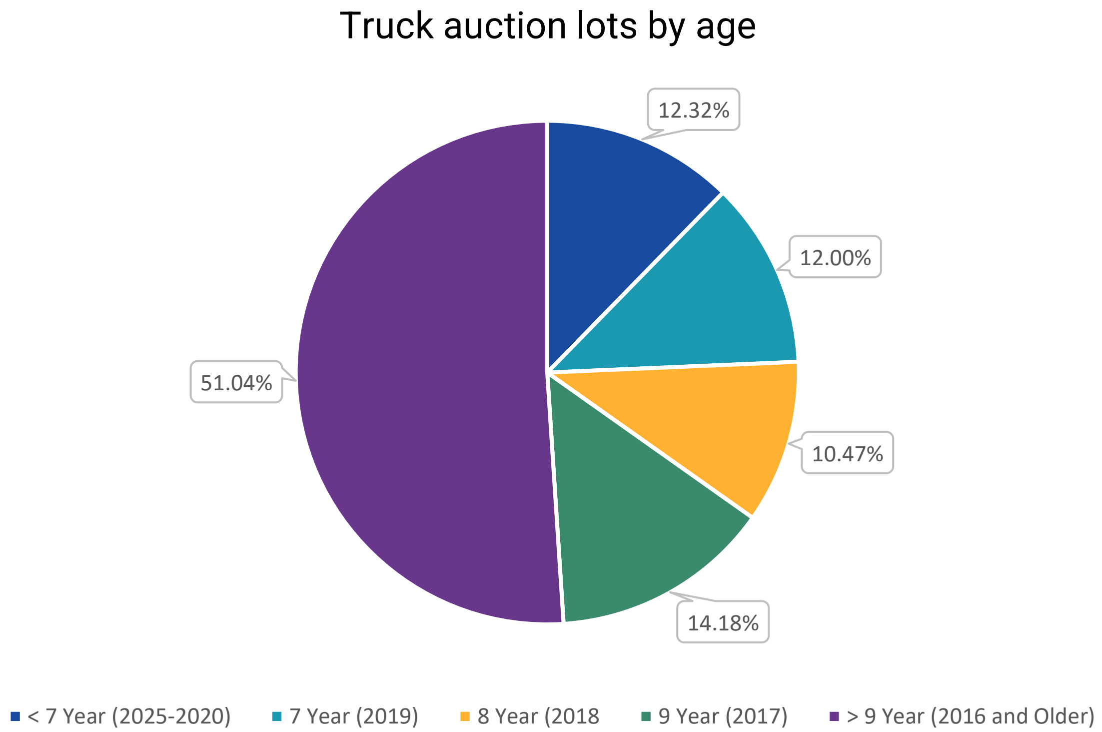


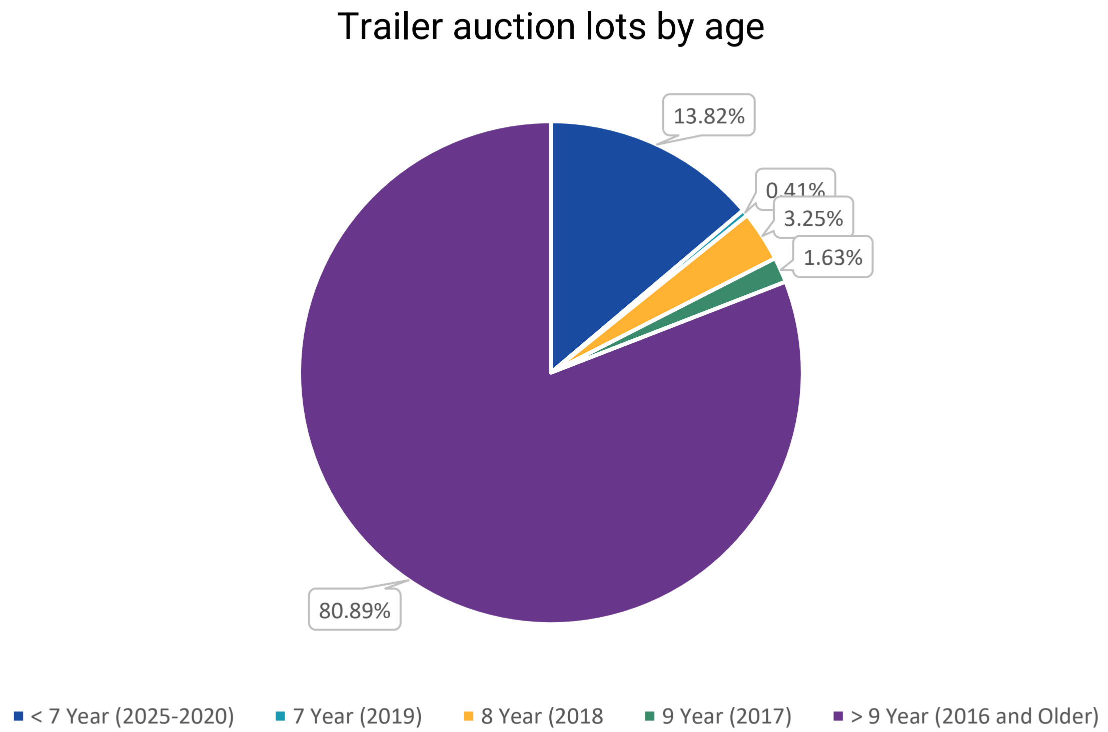


Commercial editorial

By cap hpi

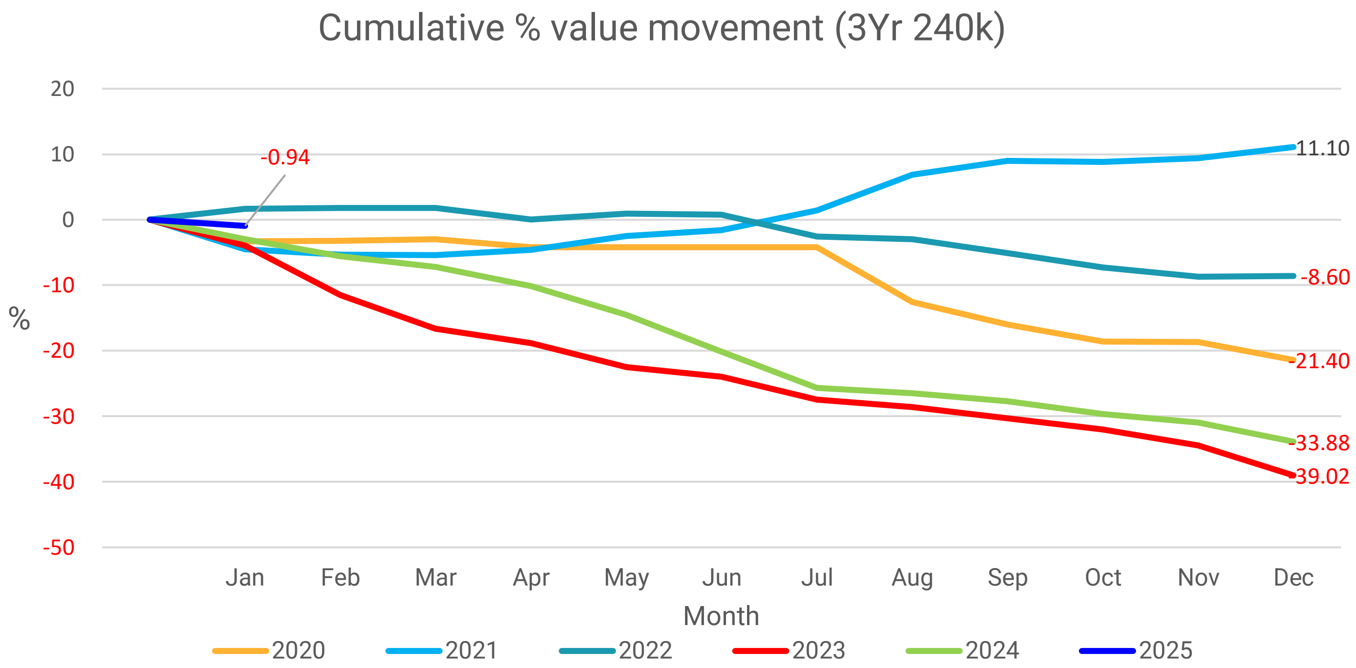
The following illustrates the age profile of trucks and trailers seen at auctions during 2025. The age of entries shown as a percentage of the total truck and trailer lots viewed.





Figures for all the above graphs are correct up to and including 20th January 2025.

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

- Just the same as last month where the values of some types have declined whilst others have increased but many values have remaining steady.

Tippers are selling well, and a few have seen an increase in value. It is normally expected to see values of tippers struggle at this time of year, but some are currently bucking the trend.

7.5 tonne boxes are still plentiful and dependent on specification they are finding new homes but with so many to choose from and with buyers being selective with their purchases only the better examples sell easily. The small number of 12 tonne examples are selling much easier.

The availability of 7.5 tonne fridges has increased and with plenty of similar vehicles already in the marketplace and potentially more on the horizon, values could soon be further pressured.

Late curtains are fewer and often sell as they appear. Dropsides remain popular, also due to their relative scarcity, and as ever in this sector where mileage is king anything with low mileage will sell far more easily than similar higher mileage examples.

Beavertails and other specialist vehicles always attract good attention and subject to condition usually sell with ease. Several refuse vehicles found new homes and unlike larger examples all have conventional chassis which can be far more easily repurposed, thus increasing their attraction.

A broad selection of MAN TGL 12.220 12 tonne tilt and slide recovery vehicles from a leading breakdown cover provider continue to appear and are selling in small numbers. End users are the main audience for such vehicles and on-line only auctions mean they prevent some prospective buyers participating. These buyers like to kick the tyres and see them running and working prior to making a bid.

13t to 18t vehicles - Euro 6

- Values of some types have declined, but most have remained stable. There are a small number of values which have increased.

There are still plenty of 18 tonne fridges available at present, mainly on DAF LF chassis with many being from the same source. The best ones are being cherry picked, leaving the untidier examples to fight another day. Some of the poorer ones are struggling to muster realistic offers, but those that do sell make good money.

Tidy 18 tonne boxes and curtains are selling, especially those with sleeper cabs, but anything substandard and requiring any amount of rectification prior to use or re-sale often get little more than a cursory bid and are generally being avoided.

Several 18 tonne skip loaders have appeared recently the better examples attracting some interest but not necessarily resulting in sales. In the main most are being shunned unless they are in mint condition.

A small selection of well-presented utility vehicles straight from work on council contracts generated good interest. Low mileage and tidy condition helping them to find new owners.

As ever anything non-standard or with a crane attracts added interest especially when in good condition and with reasonable mileage.

Multi-wheelers - Euro 6

- Values of some three and four axle vehicles have declined but values remain mostly unchanged with a handful of increased values to note.

Whilst the volume of 8x4 tippers has diminished a little and demand has been low, which is to be expected at this time of the year and those that are selling are at lower values than recently. If cranes are attached, interest increases substantially, and sales occur more frequently.

Refuse trucks are still problematic with many struggling to find new homes at the first attempt and often attract bids not reflecting their true value. There are a quite a few refuse trucks available presently, mostly on Dennis and Mercedes-Benz chassis but there are the occasional offerings on other chassis, recently DAF and Scania. Those that do sell are selling at sub £5,000. There are exceptions, but only if vehicles are commensurate with the exact specification the buyer requires.

Hook-loaders and skips continue to sell but price usually reflects condition rather than mileage. Draw-bar outfits and car carrier rigs, whilst not so plentiful, struggle to find buyers.

Run of the mill boxes, curtains and fridges are less profuse and attract good interest when they appear for sale. Yet, good interest does not always result in a sale.

Tractor units - Euro 6

- The values of most three axle models remain unchanged. There are a few decreases with a couple of increases too.

- The values of most 4x2's have remained stable with a couple of increases and just one model seeing values decline.

It was not so long ago that you could not give away a tractor unit and buyers were shunning them in preference of stocking the more desirable rigids at the time, leaving the values of tractor units to tumble. Volumes were high and buyers few, but now things have changed and whilst high stocks persist, vehicles are selling.

DAF and Mercedes-Benz are currently the most numerous 6x2 types available at auctions, but other marques are readily available.

If there are any large de-fleets just around the corner it could affect values, but for now most sales are at values which are staying consistent.

4x2 tractor unit values have still been stable with a couple of models seeing a small rise in value with only one model a reduction.

Trailers

- Trailers – Values stay unchanged.

There has been little change in the market and trailers continue to become available at a reasonable pace. Nevertheless, it is generally around this time each year that we see an influx of trailers into the market following the January de-fleets and sometime auction sites are bursting at the seams with them. It is still too early to see if this will happen again this year, so we await with bated breath.

What buyers want are tidy straight to work trailers of up five, six or even seven years old, unfortunately such trailers do not appear for sale too often, instead there is usually rafts of over ten-year-old trailers and often of inferior quality.

Rob Smith
HGV Valuations Editor