October 2018

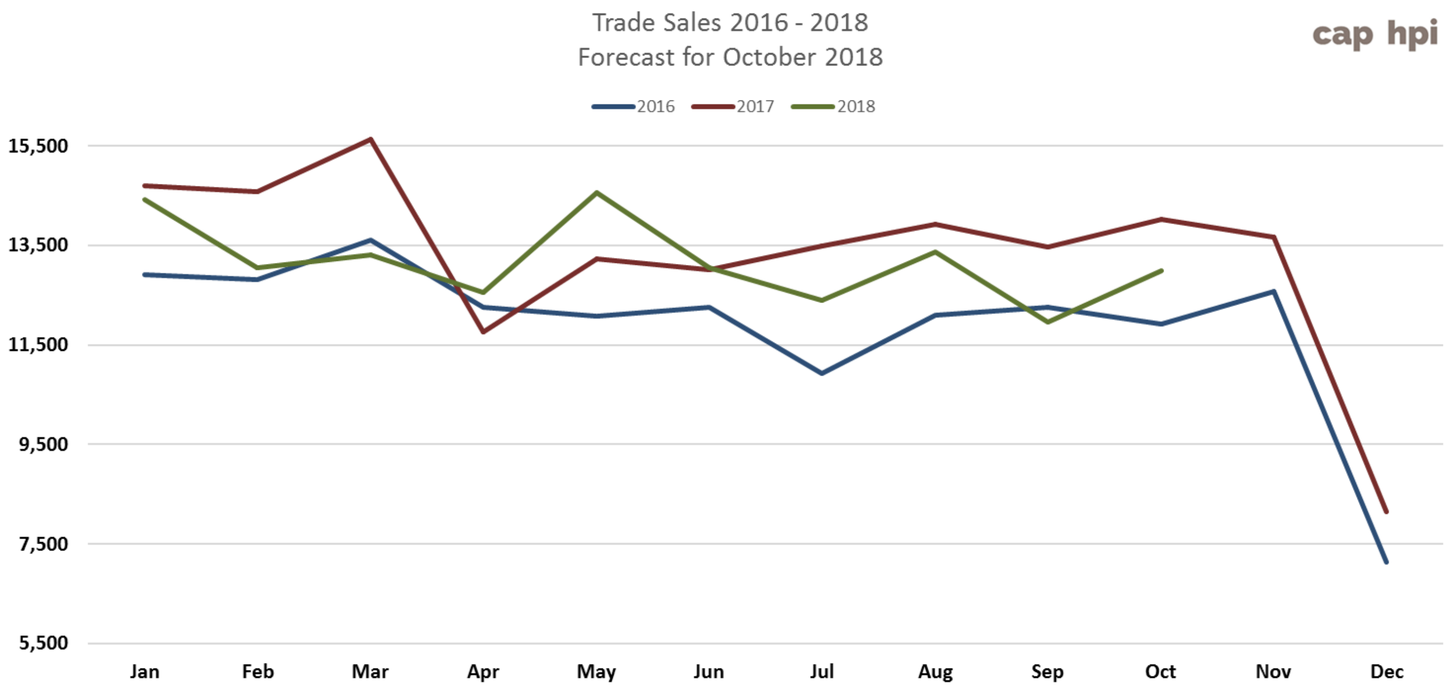
Red Book Editorial

As we head into the final quarter of 2018 and the Summer heatwave becomes a distant memory, the temperatures might be falling but the political climate certainly seems to be hotting-up. It's difficult to escape the relentless news reports of veiled leadership challenges, arguments over a deal or no deal Brexit, and influential media commentators predicting we will have a new prime minister as early as March 2019. As a bemused nation looks on it's hard to imagine that such political unrest won't lead to even greater economic uncertainty.

Somehow the used LCV market seems to be immune to all of this, at least as far as trade sales are concerned. Judging from the research we gathered last month the used LCV market remains in good shape. At the auctions we attended professional buyers were out in force and the internet buyers were as active as ever. Bidding was lively with only a few sale sections struggling at some auctions which could be attributed to a lack of vendor representation.

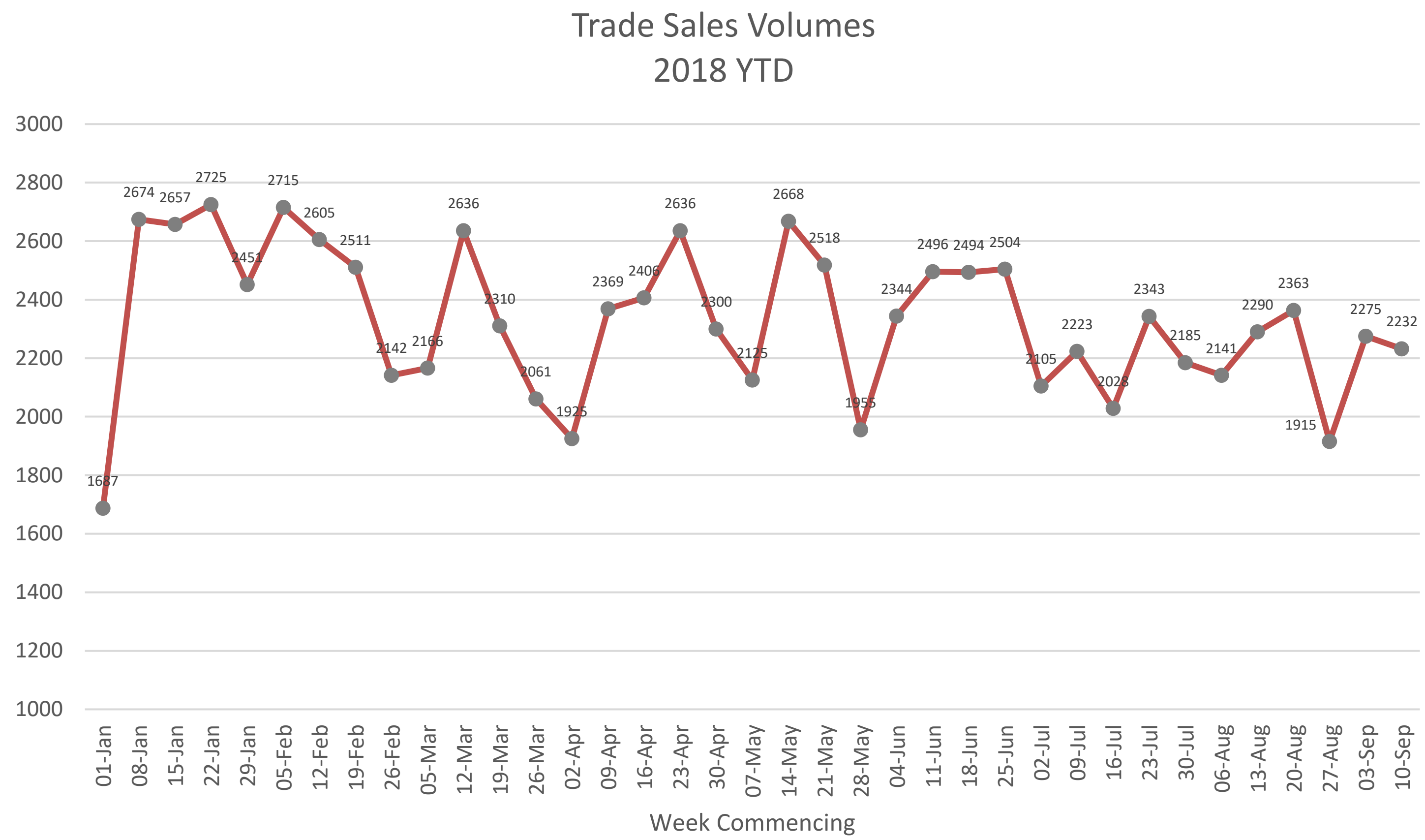
Whilst the number of actual recorded sales for September was down by around 17.5% compared to the same period in August we believe this more to do with a shortage of stock rather than a fall in demand.

Firstly, it's worth mentioning that this fall in sales for September completely turns the notional Q3 holiday seasonality theory on its head. It's clear from both this year's sales figures, and those of the last three years, that this particular seasonal trend is no longer a regular feature of the used LCV wholesale market, or, as one experienced LCV auctioneer we spoke to succinctly put it – "Holidays! What holidays?"

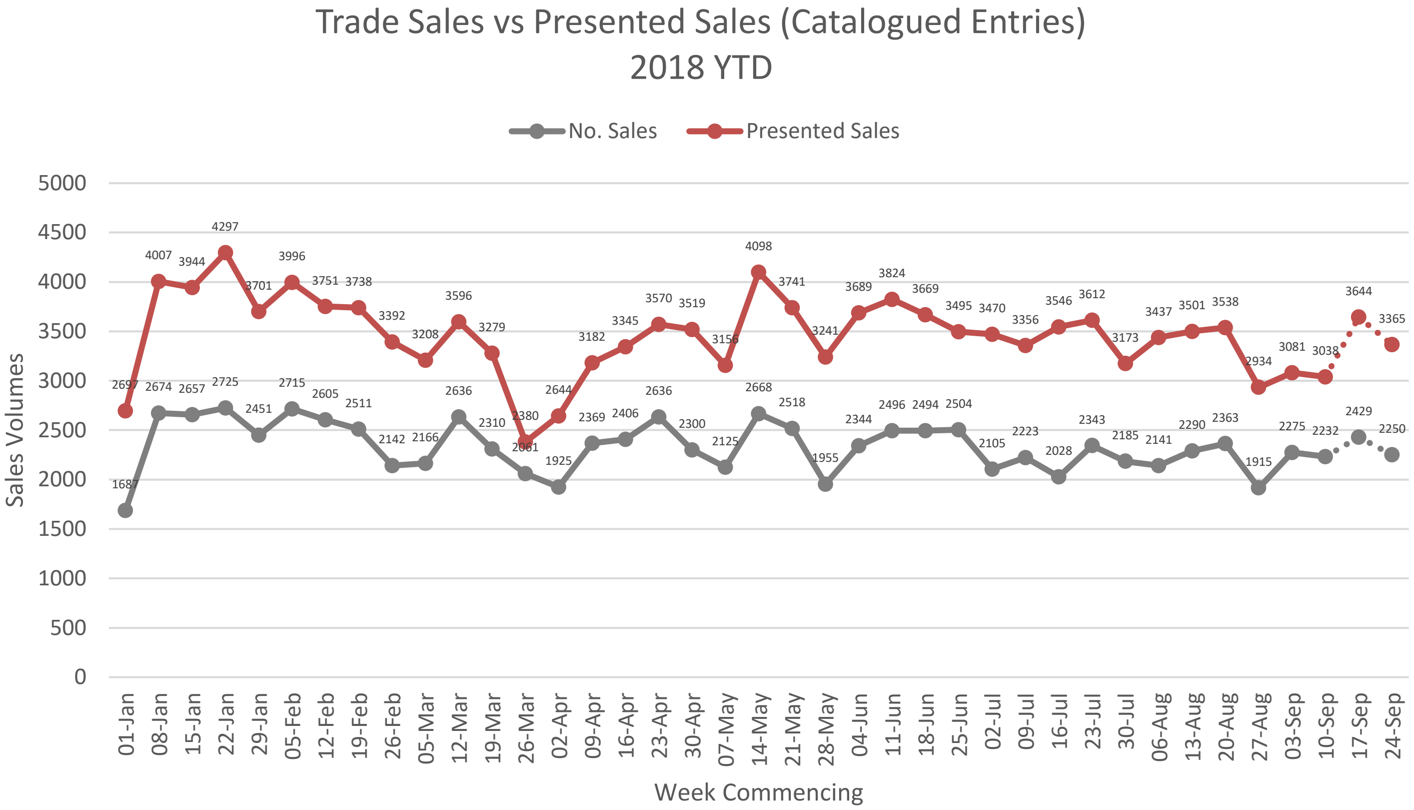


The Trade Sales Chart above clearly shows that sales were increasing until August then there was a significant drop off between August and September.

At first glance this appears to contradict what was said earlier about there being no seasonal trend. However, when look at the weekly sales in the 'Trade Sales Volume' chart below, it's clear that it wasn't until the last week of August and first week of September that we saw a significant decrease in the number of vehicles sold (which, let's not forget, included a Bank Holiday).



When we overlay the weekly auction catalogue entries onto the weekly sales chart it becomes clear that the drop off in sales during the last week in August corresponds with a steep decline in the number of auction entries.



Although supply did improve and there was a slight increase in the weekly sales figures as we moved into September, they remained well below the levels we were seeing in August.

Reflecting on our observations at the auctions which suggested that the market was strong, we can only conclude that the downturn in sales was a direct consequence of an imbalance between the supply of vehicles to the auctions and buyer demand. This view is reinforced by anecdotal reports of improved sales conversion rates by vendors and a reduction in the number of re-entries which we measure as part of our research process. Proportionally more of the vehicles that were on sale were sold on the day than we had seen in previous weeks.

Arguably, one possible explanation for this could in fact be attributed to seasonality. No this isn't another contradiction! Whilst we often tend to consider only the demand side of the market when we think about seasonal trends it should be remembered that the seasonality theory can also be applied to supply.

Those who work in the vehicle remarketing industry go on holidays too and given that the vehicle transportation and refurbishment operations normally run like well-oiled machines at near to full capacity, staff holidays are bound to have a disruptive effect on the supply of vehicles to the auction halls.

This apparent downturn in supply isn't necessarily a long-term issue and we have no reason to suspect that supply won't improve shortly as the forecast on the chart (dotted line) suggests.

Supply: Auction Catalogue Entries

	Oct-17	Nov-17	Dec-17	Jan-18	Feb-18	Mar-18	Apr-18	May-18	Jun-18	Jul-18	Aug-18	Sep-18
Auction Entries % Var	19%	5%	-1%	2%	6%	-16%	-9%	25%	-3%	3.60%	0%	-14%
Re-Entries	23.83%	28.70%	34.17%	19.90%	24.25%	21.74%	19.00%	22.96%	27.65%	31.18%	30.37%	24.52%
New Entries	76.17%	71.30%	65.83%	80.10%	75.75%	78.26%	81.00%	77.04%	72.35%	68.82%	69.63%	75.48%
Average age (Months)	60	61	58	59	60	61	64	63	61	60	61	61
Average Mileage	73,283	76,195	72,451	72,318	74,589	75,676	76,127	75,780	74,631	76,993	76,087	74,994

From a supply perspective, auction entries for September were down by 14% compared to August. As you might expect, with fewer new entries the number of re-entries were down by just under 6% over the month. The average age of stock remained the same as last month at 61 months whilst the average mileage was just under 1100 miles lower. Overall the quality of stock remained much the same as we've seen in previous months with the shadowing effect from removed vinyl livery seemingly becoming the norm on the large de-fleets.

Sales Performance by Sector

	July 2018		August 2018		September 2018	
LCV Sector	Market Share	Performance	Market Share	Performance	Market Share	Performance
City Van	4.37%	100.13%	4.38%	100.52%	4.02%	98.76%
Small Van	24.83%	101.09%	23.72%	99.81%	22.29%	101.11%
Medium Van	31.40%	99.69%	31.20%	99.82%	30.84%	99.55%
Large Van	17.65%	98.82%	17.49%	98.60%	19.30%	99.22%
Over 3.5T	0.31%	102.91%	0.26%	102.58%	0.27%	100.59%
4x4 Pick-up Workhorse	1.65%	95.53%	2.33%	96.19%	2.84%	98.05%
4x4 Pick-up Lifestyle SUV	12.35%	98.20%	13.33%	99.35%	12.08%	100.47%
Forward Control Vehicle	0.24%	91.57%	0.22%	98.45%	0.15%	96.87%
Chassis - Derived	5.13%	98.50%	5.43%	99.12%	5.78%	99.03%
Mini-bus	0.49%	101.45%	0.49%	105.54%	0.79%	103.80%
Vat Qualifying	1.42%	99.28%	1.12%	99.69%	1.47%	103.12%
Total Market	100.00%	99.58%	100.00%	99.48%	100.00%	99.92%

With any significant shift in the balance between supply and demand we would normally expect to see a corresponding shift in market prices in the opposite direction. However, this doesn't always hold true as the above chart shows. Whilst the Small Van share of the market was down by just under 1.5% the as you might expect the average performance was up by 1.3%. There was less than a 0.5% variation in the supply of Medium Vans and the average price performance remained much the same as the previous month. On the other hand the market share of Large Vans was up by 1.8% but the average market prices actually increased by just over 0.5%.

Summary of Guide Price Movements in this edition

How does the outcome of our research translate into the pricing movements we needed to make? The following table illustrates in monetary terms as well as percentages the average price adjustments made for each sector in this edition of Red Book. These are based on a 3 year old vehicle with an average mileage of 60,000. The guide values in Red Book are set against the registration plates that are available for each model and the values published each month reflect the average prices that trade buyers are willing to pay for vehicles on those plates.

Since Red Book guide values are based on vehicle registration plates, when comparing the average guide prices in this edition to those we published last month, it's worth considering that any downward price movement also includes an element of age depreciation as each plate is one month older.

October: LCV Used Guide Price Movements 3 year / 60k		
LCV Sector	Average % Movement	Average £ Movement
City Van	-0.8%	-£31
Small Van	-0.7%	-£35
Medium Van	-0.9%	-£95
Large Van	-0.6%	-£60
Over 3.5T	-0.7%	-£78
4x4 Pick-up Workhorse	0.0%	£3
4x4 Pick-up Lifestyle SUV	0.5%	£61
Forward Control Vehicle	-0.3%	-£34
Chassis - Derived	-0.4%	-£40
Mini-bus	1.9%	£219
Vat Qualifying	0.1%	£14

Updated - Vehicle Colour / Price Guide

Whilst auction catalogue entries always specify colour, it's the guide values of White vans that you will see printed in the auction catalogues.

White remains the colour choice for most new LCV buyers, however, increasingly we are seeing more and more vans in other colours entering the used wholesale market. The chart below is intended as a guide to illustrate how more or less in percentage terms you would expect to pay for a vehicle in any of the colours listed. For example, if you were bidding on a Silver van in the City Van sector you can expect to pay on average 1.80% more than you'd pay for the same van in White. The values shown in this table are based on actual trade sales of vehicles at open auctions and that at any given time the market values of vehicles are dependent on many other factors such as supply volume and condition.

Colours	City Van	Small Van	Medium Van	Large Van	4x4 Workhorse	4x4 Lifestyle	Mini-bus	VAT Qualifying
White	cap Average	cap Average	cap Average	cap Average	cap Average	cap Average	cap Average	cap Average
Silver	1.80%	3.32%	2.64%	4.53%	1.18%	1.04%	-1.07%	1.73%
Blue	-0.54%	0.01%	2.29%	0.29%	1.06%	0.87%	-1.75%	1.39%
Black	3.68%	4.56%	3.69%	3.57%	2.19%	0.84%		4.00%
Grey	4.65%	5.30%	4.15%	3.52%	2.20%	1.23%		4.42%
Red	0.78%	-0.51%	1.81%	-1.58%	0.96%	0.07%		1.90%
Yellow	-3.69%	-3.90%	-6.37%	-7.74%				
Green	-1.50%	-3.05%	-2.98%	-2.31%	1.56%	0.16%		4.68%
Orange		-1.14%	5.88%	1.11%		1.18%		
Brown			1.33%			1.59%		-1.26%

Top 10 models driving the used LCV Market

The Top 10 tables below give you a clear picture of the makes and models in the main LCV sectors that are driving prices in the used LCV Market. Arranged in order of their respective share of total sector sales, the percentage CAP performance is based on actual recorded sales at open auctions.

Since our guide values reflect the market prices of **basic van**s in **plain white** as they appear in the vehicle manufacturer's price lists, some of guide price movements you might see in this edition may not correlate directly with the sales performances shown in the tables since these include vehicles in all colours and specifications.

CAPId	City Van	Sector Share	%CAP	%CAP White Only Condition Adjusted
24217	NEMO DIESEL - 1.3 HDi Enterprise [non Start/Stop]	8.33%	92.5%	100.9%
26324	FIESTA DIESEL - 1.5 TDCi Van	7.67%	98.2%	98.5%
26326	FIESTA DIESEL - 1.6 TDCi ECOnetic Van	6.33%	99.3%	99.8%
24216	NEMO DIESEL - 1.3 HDi LX [non Start/Stop]	4.67%	101.4%	117.8%
30871	TRANSIT COURIER DIESEL - 1.5 TDCi Trend Van	4.00%	106.0%	101.0%
24233	BIPPER DIESEL - 1.3 HDi 75 Professional [non Start/Stop]	3.67%	99.6%	103.6%
26290	CORSAVAN DIESEL - 1.3 CDTi 16V Van [Start/Stop]	3.33%	108.8%	101.6%
20844	CORSAVAN DIESEL - 1.3 CDTi 16V ecoFLEX Van	3.33%	49.4%	81.2%
14824	NEMO DIESEL - 1.4 HDi LX	3.33%	99.1%	89.2%
21680	ASTRAVAN DIESEL - Sportive 1.7 CDTi 110ps Van	3.00%	101.2%	81.3%

With an average sales performance running at just under 99% of the guide values and a sector market share of around 4% it was another strong month for the City Van sector, consequently a downward market movement of 1% to all model ranges.

We have also taken the opportunity to realign the guide values for Bipper, Fiorino & Nemo in order to more accurately reflect the current market sentiment.

CAPId	Small Van	Sector Share	%CAP	%CAP White Only Condition Adjusted
18445	BERLINGO L1 DIESEL - 1.6 HDi 625Kg Enterprise 75ps	8.56%	102.9%	103.2%
20709	CADDY MAXI C20 DIESEL - 1.6 TDI 102PS Van	3.06%	114.6%	106.3%
24234	COMBO L1 DIESEL - 2000 1.3 CDTI 16V H1 Van	3.06%	98.9%	101.7%
15182	BERLINGO L1 DIESEL - 1.6 HDi 625Kg LX 75ps	2.38%	100.3%	101.4%
24235	COMBO L1 DIESEL - 2000 1.3 CDTI 16V ecoFLEX H1 Van	2.17%	98.5%	97.0%
38471	BERLINGO L1 DIESEL - 1.6 BlueHDi 625Kg Enterprise 75ps	2.04%	103.4%	102.1%
26695	TRANSIT CONNECT 240 L2 DIESEL - 1.6 TDCi 115ps Limited Van	1.97%	102.1%	102.2%
18202	PARTNER L1 DIESEL - 625 1.6 HDi 75 Professional Van	1.83%	94.7%	100.8%
26630	KANGOO DIESEL - ML19dCi 75 eco2 Van	1.83%	107.1%	102.8%
22432	PARTNER L1 DIESEL - 850 S 1.6 HDi 92 Van [SLD]	1.77%	97.7%	102.3%

With an overall sales performance of 101.11% the demand for Small Vans remains high and showing no signs of weakening. After considering condition and age depreciation we have applied a downward price movement of 1% to most model ranges in this sector with the following notable exceptions.

Also note that we have taken this opportunity to realign the guide values on Partner and Berlingo models to more accurately reflect the trade prices currently being paid.

CITROEN BERLINGO (16-) VAN (0%)
NISSAN NV200 (09-) VAN (1%)
PEUGEOT PARTNER E6 (15-) VAN (0%)
RENAULT KANGOO E6 (16-) VAN (1%)
VAUXHALL COMBO E6 (18-) VAN (0%)
CITROEN BERLINGO (08-) VAN (0%)
PEUGEOT PARTNER (08-17) VAN (0%)
RENAULT KANGOO (13-17) VAN (1%)
CITROEN BERLINGO (02-10) VAN (0%)

PEUGEOT PARTNER (96-08) PET VAN (0%)
PEUGEOT PARTNER (96-10) VAN (0%)
RENAULT KANGOO (08-13) VAN (1%)
RENAULT KANGOO COMPACT (08-10) PET VAN (1%)
RENAULT KANGOO COMPACT (08-10) VAN (1%)
CITROEN BERLINGO (98-09) PET VAN (0%)
RENAULT KANGOO (02-09) VAN (1%)
RENAULT KANGOO (98-08) PET VAN (1%)

CAPId	Medium Van	Sector Share	%CAP	%CAP White Only Condition Adjusted
31669	VIVARO L2 DIESEL - 2900 1.6CDTI 115PS Sportive H1 Van	5.30%	97.5%	98.5%
25441	TRANSIT CUSTOM 270 L1 DIESEL FWD - 2.2 TDCi 125ps Low Roof Limited Van	3.63%	100.0%	97.1%
31668	VIVARO L2 DIESEL - 2900 1.6CDTI 115PS H1 Van	3.48%	92.3%	95.2%
25437	TRANSIT CUSTOM 270 L1 DIESEL FWD - 2.2 TDCi 100ps Low Roof Van	2.75%	95.6%	96.6%
25446	TRANSIT CUSTOM 290 L1 DIESEL FWD - 2.2 TDCi 100ps Low Roof Van	2.28%	95.6%	95.8%
31610	TRAFIC LWB DIESEL - LL29dCi 115 Business+ Van	2.18%	95.5%	95.6%
25450	TRANSIT CUSTOM 290 L1 DIESEL FWD - 2.2 TDCi 125ps Low Roof Limited Van	1.92%	95.0%	95.9%
25449	TRANSIT CUSTOM 290 L1 DIESEL FWD - 2.2 TDCi 125ps Low Roof Trend Van	1.82%	92.0%	96.5%
25475	TRANSIT CUSTOM 290 L2 DIESEL FWD - 2.2 TDCi 125ps Low Roof Limited Van	1.82%	101.0%	100.3%
18442	DISPATCH L1 DIESEL - 1000 1.6 HDi 90 H1 Van Enterprise	1.66%	100.9%	104.1%

By far the largest market sector in terms of both the number of models and sales volume Medium Vans have been consistently performing around 0.5% below the guide values over the past three months. In this edition we have applied a downward price movement of 1% to most model ranges with the following notable exceptions.

CITROEN DISPATCH E6 (16-) VAN (0%)
FIAT TALENTO (16-) VAN (0%)
HYUNDAI ILOAD (09-) VAN (2%)
NISSAN NV300 (16-) VAN (0%)
PEUGEOT EXPERT E6 (16-) VAN (0%)
RENAULT TRAFIC E6 (16-) dCi VAN (0%)
TOYOTA PROACE E6 (16-) VAN (0%)
VAUXHALL VIVARO E6 (16-) VAN (0%)
CITROEN DISPATCH (07-16) VAN (0%)
PEUGEOT EXPERT (07-16) VAN (0%)
RENAULT TRAFIC (14-16) dCi VAN (0%)

TOYOTA PROACE (12-16) VAN (2%)
VAUXHALL VIVARO (14-16) VAN (0%)
CITROEN DISPATCH (96-07) VAN (0%)
PEUGEOT EXPERT (96-07) VAN (0%)
RENAULT TRAFIC (06-14) dCi VAN (0%)
VAUXHALL VIVARO (11-14) VAN (0%)
RENAULT TRAFIC (01-06) dCi VAN (0%)
RENAULT TRAFIC (01-07) PET VAN (0%)
VAUXHALL VIVARO (01-07) VAN (0%)
VAUXHALL VIVARO (02-06) PET VAN (0%)
VAUXHALL VIVARO (06-11) VAN (0%)

CAPId	Large Van	Sector Share	%CAP	%CAP White Only Condition Adjusted
26863	SPRINTER 313CDI LONG DIESEL - 3.5t High Roof Van	5.52%	97.3%	100.5%
30637	TRANSIT 350 L3 DIESEL RWD - 2.2 TDCi 125ps H3 Van	4.18%	96.9%	97.3%
33533	MASTER LWB DIESEL FWD - LM35dCi 125 Business Medium Roof Van	2.69%	100.0%	101.2%
9155	TRANSIT 280 SWB DIESEL FWD - Low Roof Van TDCi 85ps	2.61%	77.0%	98.2%
21705	CRAFTER CR35 LWB DIESEL - 2.0 TDI 136PS High Roof Van	2.39%	100.4%	103.0%
31217	RELAY 35 L3 DIESEL - 2.2 HDi H2 Van 130ps Enterprise	2.09%	89.6%	93.5%
9541	SPRINTER 313CDI MEDIUM DIESEL - 3.5t High Roof Van	1.87%	84.8%	100.1%
9104	TRANSIT 260 SWB DIESEL FWD - Low Roof Van TDCi 85ps	1.57%	93.5%	94.5%
22129	TRANSIT 280 SWB DIESEL FWD - Low Roof Van TDCi 100ps	1.49%	92.6%	94.1%
9551	SPRINTER 313CDI LONG DIESEL - 3.5t High Roof Van	1.49%	89.2%	103.0%

With an increased sector market share of just under 2% and an average sales performance of 99.22%, last month was the strongest we've seen for a while for the Large Van sector. We've applied a downward market price movement of 1% to most model ranges in this sector with the following notable exceptions.

CITROEN RELAY E6 (16-) VAN (0%)
FIAT DUCATO E6 (16-) VAN (0%)
LDV E5 (16-) VAN (0%)
MAN TGE (17-) VAN (1%)
PEUGEOT BOXER E6 (16-) VAN (0%)
PEUGEOT BOXER E6 (16-) WINDOW VAN (0%)
VW CRAFTER (17-) VAN (1%)
CITROEN RELAY (14-16) VAN (-2%)
FIAT DUCATO (14-) VAN (5%)

PEUGEOT BOXER (14-16) VAN (3%)
CITROEN RELAY (06-14) VAN (0%)
FIAT DUCATO (06-14) VAN (0%)
FIAT DUCATO (06-14) WINDOW VAN (0%)
PEUGEOT BOXER (06-14) VAN (0%)
CITROEN RELAY (02-07) VAN (0%)
FIAT DUCATO (02-04) VAN (0%)
FIAT DUCATO (02-07) VAN (0%)
PEUGEOT BOXER (02-07) VAN (0%)

CAPId	4x4 Pick-up Lifestyle SUV	Sector Share	%CAP	%CAP All Colours Condition Adjusted
18622	L200 LWB LB DIESEL - Double Cab DI-D Barbarian 4WD 176Bhp	4.77%	106.6%	100.0%
35006	RANGER DIESEL - Pick Up Double Cab Wildtrak 3.2 TDCi 200 Auto	4.48%	101.0%	102.2%
35284	L200 DIESEL - Double Cab DI-D 178 Barbarian 4WD	3.90%	97.3%	97.3%
19135	NAVARA DIESEL - Double Cab Pick Up Tekna 2.5dCi 190 4WD	3.76%	110.6%	103.9%
22419	RANGER DIESEL - Pick Up Double Cab Wildtrak 3.2 TDCi 4WD Auto	3.47%	102.9%	100.1%
18623	L200 LWB LB DIESEL - Double Cab DI-D Barbarian 4WD Auto 176Bhp	3.03%	104.8%	101.8%
35282	L200 DIESEL - Double Cab DI-D 178 Warrior 4WD	2.89%	95.6%	97.6%
19137	NAVARA DIESEL - D/Cab Pick Up Tekna [Connect] 2.5dCi 190 4WD	2.75%	103.5%	101.8%
35432	NP300 NAVARA DIESEL - Double Cab Pick Up Tekna 2.3dCi 190 4WD	2.60%	97.9%	97.9%
19138	NAVARA DIESEL - D/Cab Pick Up Tekna [Connect] 2.5dCi 190 4WD Auto	2.46%	110.8%	97.4%

With an overall sales performance of 100.47%, last month's the demand for 4x4 Lifestyle Pick-ups remained high keeping market prices high. The guide values for most model ranges in this sector remained the same as the previous month with the following notable exceptions.

Please note that Fiat Fullback models are now appearing at auctions in greater numbers, so we have taken the opportunity to review their prices accordingly. This is has resulted in a downward price movement of 8% in this edition which brings them more in line with similar models in this sector.

FIAT FULLBACK (16-) LIFE (-8%)
GREAT WALL (11-) (-1%)
ISUZU D-MAX DIESEL (17-) (1%)
VAUXHALL VXR8 MALOO (16-) (-5%)
VW AMAROK (16-) LIFE (1%)
ISUZU D-MAX DIESEL (12-18) (1%)
ISUZU RODEO (07-12) LIFE (1%)

MAZDA BT50 (08-10) LIFE (-1%)
VW AMAROK (11-17) LIFE (1%)
ISUZU RODEO (03-07) LIFE (1%)
NISSAN NAVARA (03-05) LIFE (-2%)
NISSAN NAVARA (05-07) LIFE (-2%)
NISSAN NAVARA (06-10) LIFE (-2%)

CAPId	4x4 Pick-up Workhorse	Sector Share	%CAP	%CAP All Colours Condition Adjusted
21665	HILUX DIESEL - HL2 D/Cab Pick Up 2.5 D-4D 4WD 144	11.52%	100.5%	100.4%
30784	HILUX DIESEL - Active D/Cab Pick Up 2.5 D-4D 4WD 144	9.09%	100.5%	100.5%
26500	NAVARA DIESEL - Double Cab Pick Up Visia 2.5dCi 144 4WD	6.67%	108.9%	104.7%
22410	RANGER DIESEL - Pick Up Super XL 2.2 TDCi 150 4WD	6.06%	88.0%	97.1%
16571	RANGER DIESEL - Pick Up Double Cab XL 2.5 TDCi 4WD	5.45%	91.7%	93.8%
18668	L200 LWB LB DIESEL - Double Cab DI-D 4Work 4WD 134Bhp [2010]	5.45%	69.6%	91.8%
22413	RANGER DIESEL - Pick Up Double Cab XL 2.2 TDCi 150 4WD	4.85%	101.0%	101.0%
38351	HILUX DIESEL - Active D/Cab Pick Up 2.4 D-4D	4.24%	88.4%	88.4%
34428	DISCOVERY DIESEL - SE Commercial Sd V6 Auto	3.64%	98.9%	98.9%
24963	D-MAX DIESEL - 2.5TD Double Cab 4x4	3.64%	101.7%	97.8%

With a sector market share of 2.84% sales of the 4x4 Pick-up Workhorse models remained relatively low last month, whilst the overall average sales price performance improved by around 2%. The guide values for most ranges are unchanged in this edition with the following notable exceptions.

FORD RANGER (15-) CHASSIS PICK-UP WORK (-1%)
LAND ROVER (11-16) DEFENDER 90 110 130 TDCi (-1%)
LAND ROVER DISCOVERY (18 -) Euro 6 (-2%)
LAND ROVER FREELANDER 2 (08-09) (-1%)
MITSUBISHI L200 (15-) DI-D WORK (-3%)
MITSUBISHI OUTLANDER (07-) WORK (-3%)
MITSUBISHI OUTLANDER (14-) WORK HYBRID EV (-3%)
NISSAN NAVARA E6 (16-) PICK-UP (3%)
TOYOTA HILUX E6 (16-) WORK (-3%)
FORD RANGER (11-16) CHASSIS WORK (-1%)
FORD RANGER (11-16) PICK-UP WORK (-1%)
LAND ROVER (07-11) DEFENDER 90 110 130 TDCi (-1%)
LAND ROVER DISCOVERY (07-09) (-3%)
LAND ROVER DISCOVERY (09-) (-3%)
LAND ROVER FREELANDER (99-05) PET (-1%)
LAND ROVER FREELANDER (99-07) (-1%)
MITSUBISHI L200 (06-10) DI-D WORK (-3%)
MITSUBISHI L200 (10-16) DI-D WORK (-3%)
NISSAN NP300 (08-10) PICK-UP (3%)
NISSAN NP300 NAVARA (16-16) PICK-UP (3%)
NISSAN PATHFINDER (00-12) DIESEL (3%)

FORD RANGER (09-11) CHASSIS (-1%)
FORD RANGER (09-11) PICK-UP WORK (-1%)
FORD RANGER (09-11) TIP (-1%)
LAND ROVER (05-07) DEFENDER 110 Td5 (-1%)
LAND ROVER (06-07) DEFENDER Td5 130 (-1%)
LAND ROVER DISCOVERY (93-05) Tdi Td5 (-3%)
MITSUBISHI L200 (04-07) TD/TD 113 WORK (-3%)
NISSAN 1 TON (98-07) PICK-UP (3%)
NISSAN NAVARA (13-16) PICK UP (3%)
NISSAN TERRANO II (98-07) (3%)
FORD RANGER (02-06) PICK-UP WORK (-1%)
FORD RANGER (05-06) CHASSIS (-1%)
FORD RANGER (06-09) CHASSIS (-1%)
FORD RANGER (06-09) PICK-UP WORK (-1%)
FORD RANGER (06-09) TIP (-1%)
LAND ROVER (98-06) DEFENDER 110 Td5 (-1%)
LAND ROVER (98-06) DEFENDER 130 Td5 (-1%)
LAND ROVER (98-07) DEFENDER 90 Td5 (-1%)
MITSUBISHI L200 (01-04) TD/TD 113 WORK (-3%)
NISSAN NAVARA (02-05) WORK (3%)
NISSAN NAVARA (05-08) WORK (3%)

HGV MARKETPLACE

The market has improved over the last month and the run up to Christmas may have started to kick in. Auction attendances have increased recently along with, albeit slightly, increased sales activity making it much busier all round.

Desirable stock which auctions had held over until after the summer holidays has drawn in the buyers, especially where it included Euro 6 rigids. The improved stock and better attendances have made most auctions buoyant and places to do business. Fresh stock whets the appetite and as long as auctions can produce such stock buyers will attend, often in large numbers.

That said, there are still plenty of vehicles and trailers appearing at recurring sales. This stock is mainly well beyond its sell by date and the opportunity to secure a sale seems to have passed long since. There is little interest in vehicles that have appeared in three or four sales placing the auctions in a difficult position trying to meet vendor expectation. Some of the vehicles are in such a poor condition that breaking is possibly the only option.

Increasing numbers of Euro 6 vehicles continue to be available at auction, particularly tractor units, however small batches of rigids are beginning to appear and it is these which attract most attention. The increasing number of Euro 6 tractor units is having a detrimental effect on values which are beginning to soften.

Dealers tell us that are taking enquiries for vehicles which will last operators for several years and a result most enquiries need a Euro 6 vehicle to fulfil operator requirements.

Mindful that the minimum requirement for clean air zones will be Euro 6, values of Euro 6 rigids are expected to remain strong into and during 2019 possibly to the detriment of Euro 5 values. However, there is still a steady requirement for Euro 5 vehicles for use in areas where clean air zones will not affect the operator and good quality ones are still easily saleable.

Manufacturer sales remain strong with most of the trade being done in Euro 6 tractor units. Some manufacturers are suffering from an insufficient supply of Euro 6 rigids and an oversupply of similar Euro 5 vehicles. With some finding that the reluctance of buyers to purchase Euro 5 stock some vehicles are being trading it out. One manufacturer reported that it has only eight Euro 6 rigid vehicles due to return during the whole of 2018 which is clearly creating an imbalance of stock and a growing dependence on dealer networks to become more active in used vehicle sales is becoming increasingly important.

Records from our auction visits indicate that the average number of auction entries increased by almost 6%, and the number of on-the-day sales of trucks increased by almost 2% in relation to total entries. Trailer sales decreased slightly last month.

This is based on six auction visits and a total of 1030 viewed lots and as we always say, these are ‘hammer sales’ on-the-day and converted provisional sales are not included. One auction reports that the conversion rate of provisional sales has increased a little too to around 65%.

This month's research indicates that:

- Up to 7.5t - Values have fallen a little across the board.
- 7.5t to 12t – With the exception of tippers pre-Euro 5 vehicle values have fallen whilst Euro 5 is a bit of a mixed bag. Some values have fallen slightly, others increased a little but many have remained steady. It is all dependent on manufacturer and body type. Euro 6 values remain steady except for fridges where values have dropped a little along with some Isuzu and Mitsubishi values.
- 13t to 18t – Most pre-Euro 5 vehicles have fallen in value with the exception of some manufacturers where values have held steady and tippers which have increased slightly in value. Euro 5 values have either increased or decreased very slightly dependent on body type and manufacturer. Euro 6 values have remained steady.
- Multi-wheel rigid - Pre Euro 6 values have fallen whilst most Euro 6 value have remained steady. Increased sales evidence has placed us in a position to publish more values next month.
- Tractor units – Some pre Euro 5 4x2 values have increased a little and on the whole Euro 5 values remain stable with a few exceptions depending on manufacturer. Euro 6 4x2 examples remain scarce and values remain steady. There has been slight adjustments to the values of some pre-Euro 5 6x2 examples dependent on model and with some exceptions Euro 5 values have generally increased a little. Due to increased availability of Euro 6 vehicles in the open market values have fallen slightly for most examples. 6x4 and multi-axle tractor unit values have increased.
- Trailers – Values of boxes, curtain, platforms, skeletals and tippers have seen values increase whilst other derivatives have remained steady or in a few instances have seen a slight fall in value.

7.5t to 12t Vehicles

The ex-Palmer and Harvey 7.5t Isuzu and Mitsubishi Canter boxes are still appearing in auctions many months after the company folded. Fridge vehicles from the same manufacturer are plentiful at present and generally Isuzu and Mitsubishi vehicles which are being traded with manual gearbox examples being preferred over the more numerous automatic gearbox ones.

Plenty more 7.5t Euro 5 boxes have hit the market and whilst many are selling values are under pressure. Older boxes are also plentiful and buyers have a good choice to select from. Other types of 7.5t are less numerous which assists in saleability but values are generally in decline.

Several boxes and curtains with sleeper cabs have also been noted recently, including a Euro 6 example, and some Mitsubishi Canter examples having pod sleepers. As sleepers generally have higher mileages they don't usually attract any additional attention.

Tippers, particularly late Euro 5 ones are currently popular lots but this may change as we move further into autumn.

The opposite could be said for fridges. Newer examples are relatively scarce, but older examples are plentiful and as some are poor quality and have clearly not been looked after many are attracting little interest. However, good specification tidy examples increases the desirability of fridges.

A 2015 65 plate Iveco Eurocargo 100E21 sleeper cab recovery vehicle with a winch and 317,000 kilometres provoked good interest selling for £12,800 which seemed a bargain given that it was Euro 6.

13t to 18t Vehicles

Boxes, curtains, platforms and fridges of around eight to ten years old are readily available on a variety of chassis but buyers have a preference for newer vehicles. With the exception of Mercedes-Benz, Scania and Volvo this is starting to affect the values of older vehicles which are beginning to struggle a little finding new homes. Even fresher examples are not selling so readily.

As this sector is the bread and butter inter-urban delivery vehicle and likely to be the most affected by clean air zones many operators are looking to purchase Euro 6 vehicles which remain scarce. Unlike 7.5t-12t vehicles there are far fewer 13t-18t vehicles appearing in the open market and when they do bidding often becomes quite frantic.

Tippers remain popular and values of some have increased a little but the desirability of skip-loaders has fallen of late and values have dropped accordingly.

A couple of pantechnicons appeared at auction recently one of which had a front chiller section so was probably previously utilised for antique removal. One buyer looking to purchase one for conversion into a sports car transporter was a little dismayed to find them slightly too short for his purpose but he vowed to find one somewhere!

Multi-wheelers

Interest in tippers remains reasonably flat unless they are in exceptional condition and carry a crane, in which case the opposite can be true. Even newer examples are suffering a little and values reflect this.

Boxes remain relatively scarce whilst there is a reasonable supply of curtains and fridges on a variety of chassis and of varying age and quality. Platforms and dropsides are numerous, many of which are carrying cranes but when supply exceeds demand values start to be stretched and sales start to stall.

Further cement mixers of varying ages and differing chassis have appeared at auction and once again even the newest and cleanest ones have struggled to attract sufficient interest for them to quickly sell.

Refuse trucks are everywhere at present and tidy ten year old examples can be picked up at values similar to that of a ten year old Transit 350 LWB van which seems bizarre given the huge difference in the price they were when new. However, a ten year old van has some use whereas a ten year old refuse truck has a very limited aftermarket. Many of the examples available at present are likely to be around for a while.

A batch of 15 plate MAN TGS 35.400 8x4 day cab tippers all sold when they appeared for at auction but a brace of 17 plate Mercedes-Benz Arocs 3240K 8x4 day cab tippers with sub 100,000 kilometres failed to sell at bids of over £70,000

Tractor Units

Euro 6 6x2 examples appearing in the open market continue to increase in number along with a continuing supply of late registered Euro 5 examples. Due to the increased volumes, with a few exceptions Euro 6 values are beginning to soften.

When Euro 6 examples started to appear buyers had little choice in specification but they were snapped up. Now that there is a far wider choice buyers are becoming more discerning and vehicle specification is becoming increasingly important.

Euro 5's are having a bit of a renaissance a present with many values on the increase thus closing the gap, although only slightly, between Euro 5 and Euro 6. Some older 6x2's are also seeing values increase however they need to be the right combination of manufacturer, model, cab type, condition and mileage along with a manual gearbox to obtain best value.

The 2009 version of the Euro 5 Mercedes-Benz Actros remains much more popular than the later 2012 model on a like for like basis and values have been adjusted to reflect this.

At present Euro 6 stocks are predominantly Mercedes-Benz 2545's closely followed by Volvo FH460 Globetrotters but other makes and models are starting to appear including DAF FTG XF460's MAN TGX 26.480's, Renault T460's and Scania R450's.

Some pre Euro 6 4x2 tractor unit values have increased a little, mainly due to scarcity whilst we await the first Euro 6 examples in any number to enter the open market. Multi-axle and 6x4 tractor units remain popular and increasing values reflect such.

A batch of ten yellow 16 plate 6x2 Scania R450 sleepers with mileages between 215,000 kilometres and 350,000 kilometres provoked strong bidding but only one sold on the day which happened to be the one with lowest mileage. At the same sale a batch of seven 6x2 Renault T460 sleepers also stimulated strong interest despite them having Southern Irish registrations, (but would be 2015 64 plates), and all sold on the day at values slightly higher than others examples sold for a couple of months ago.

Other Euro 6 examples appearing at auction included a selection of DAF FTG XF 460's the choice ones being a 2015 65 plate Superspace with 236,000 kilometres and a 2016 66 plate Superspace with 174,000 kilometres. All failed to sell, possibly due to high reserve values.

Trailers

Trailer sales are ticking over steadily despite a slight fall in on-the-day sales but an influx of late triaxle curtains into the market, some only twelve months old, proved very popular lots and most sold on the day. Curtains and boxes are trading quite well at present although double deck variants are struggling a little.

Plenty of supermarket style fridges and double deck fridges are currently available but sales are slow with the double deck variant performing no better than straight frames and values are down a little.

Platforms have been selling particularly well recently and values have been adjusted accordingly. Skeletals and tippers have also fared well of late.

A small selection of short single axle brewery trailers have struggled to find buyers with the bids offered being little more than salvage.