

SEPTEMBER 2020

LCV Market Overview

The cessation of physical auctions due to the COVID-19 restrictions on mass gatherings has led to a substantial increase in what was already a growing number of vehicles being sold via the internet.

For many professional buyers, online auctions have been a lifeline. It has been their only means of purchasing used LCVs over what has been an extremely difficult trading period. As restrictions are lifted further, and life eventually gets back to what is being described as the new normal, it remains to be seen what lasting effects there will be on the used LCV wholesale market.

Throughout August online sales were thriving with auction houses reporting exceptionally high sales conversion rates and sky-rocketing market prices. However, there were some reports that buyers became more cautious towards the end of the month as speculation grew over a possible second wave of Covid-19 infections hitting the UK. Some auctioneers felt that buyers were holding back, bidding was slowing down, and some vehicles were becoming slightly harder to sell.

Whilst there was no evidence to support this in our research we recognise that these intuitive feelings about how a sale is going are invaluable when interpreting sales results, and we will be keeping a close eye on this over the coming month.

New LCV Registrations



According to the latest SMMT figures, last month there was a slight improvement in the rolling month year-to-date registrations of new LCVs. However, overall registrations continue to lag well behind last year by 85,703 vehicles, or -38%. Inevitably such a large year on year deficit of newly registered vehicles is bound to have a negative impact on the supply of used vehicles entering the wholesale market for some time to come, putting upward pressure on market prices unless there is a downward shift in demand.

Sector Market Shares and Price Performances

Please note that all references to sector price performances against the guide are in relation to the large amount of research data we collect and analyse each month. We use this data extensively to identify market trends and determine any necessary adjustments to the guide values.

Sales Performance 3 Month Trend by Sector

	Jun-20	Jul-20	Aug-20
LCV Sector	Performance	Performance	Performance
City Van	105.5%	108.5%	105.3%
Small Van	105.9%	110.1%	106.9%
Medium Van	103.5%	108.2%	106.6%
Large Van	105.9%	108.8%	106.8%
Over 3.5T	101.4%	112.0%	102.4%
4x4 Pick-up Workhorse	98.7%	107.3%	104.8%
4x4 Pick-up Lifestyle SUV	99.4%	105.7%	103.7%
Forward Control Vehicle	102.6%	103.5%	105.3%
Chassis - Derived	105.9%	112.4%	106.2%
Mini-bus	92.1%	90.6%	92.4%
Vat Qualifying	98.3%	99.3%	100.1%
Total Market	103.8%	108.1%	105.8%

The strength of demand in the used LCV market last month is clear from the table above. Apart from the Minibus and VAT Qualifying sectors, which are clearly casualties of the current pandemic, all other sectors have significantly outperformed the August guide values.

Guide Price Adjustments in this Edition

The guide prices of most models across all the LCV sectors have gone up on average by +3.3% in this edition at 3yr 60k.

Using 3yr 60k as a benchmark, the average percentage and monetary movements shown in the table below are intended to give an indication of the extent of the price adjustments that were necessary in order to reflect current market prices for this edition.

September: LCV Used Guide Price Movements 3 year / 60k		
LCV Sector	Average % Movement	Average £ Movement
City Van	1.8%	£78
Small Van	4.8%	£283
Medium Van	3.6%	£380
Large Van	3.6%	£347
Over 3.5T	3.5%	£462
4x4 Pick-up Workhorse	0.3%	£25
4x4 Pick-up Lifestyle SUV	1.6%	£209
Forward Control Vehicle	2.8%	£353
Chassis - Derived	3.4%	£383
Mini-bus	-4.0%	-£522
Vat Qualifying	0.1%	£13

Online shopping boom – continues to boost panel van sales

Fuelled largely by the boom in online shopping, the demand for Small, Medium and Large panel vans showed no signs of weakening last month, which has forced up market prices yet again. If the market in September is true to form, as the country eases itself back into work after the holiday break, it's likely we will see demand increase further and, with limited supply, prices will continue to rise in the panel van sectors.

Social distancing measures continues to hamper Minibus sales

Throughout August we have continued to witness the demise of the used Minibus sector in our research data, which we can only surmise is a consequence of the government's social distancing rules. With schools closed since March 20th, two weeks before the Easter Holiday break, private operators of school transport minibuses on local government contracts have been especially hard hit. Whilst sales volumes remain relatively low during August, market prices have fared slightly better than the previous month. The guide prices for Minibuses in this edition on have gone down by an average of 2%.

How staycation is affecting the LCV market

Despite the uncertainty hanging over the UK economy, demand for motorhomes, camper vans and caravans is at an all-time high according to some dealers we have spoken to. The retail demand for camper van conversions, particularly those based on VW Transporter, is exceptionally high. One dealer we spoke to claimed he could not buy enough of them and that every vehicle he does manage to get his hands on he could sell five times over. There are contenders for camper van conversions from other vehicle manufacturers that are also proving popular according to auction officials we have spoken to. Ford Custom and Proace, and new shape Expert and Dispatch in good colours and specification are selling equally well. Air conditioning is a must have for camper vans and, even though third party retro-fit systems are available, there is a strong preference for the OE systems by the conversion specialists.

Top 10 best-selling used LCV models and indicative guide price movements

The following tables contain the Top 10 selling models in each sector in our research data, ranked in sales volume order. The aim of these tables is to give an indication of the models that are driving the market sector by sector.

There is also a list of the model ranges which have over or under-performed in relation to the average sector price adjustments made in this edition. The percentage values shown in brackets alongside the model ranges listed give an indication of any individual guide price adjustments at model range level.

City Vans

CAPIId	City Van
30869	TRANSIT COURIER DIESEL - 1.5 TDCi Van
26326	FIESTA DIESEL - 1.6 TDCi EOnetic Van
34479	FIESTA DIESEL - 1.5 TDCi EOnetic Van
26324	FIESTA DIESEL - 1.5 TDCi Van
30873	TRANSIT COURIER DIESEL - 1.6 TDCi Trend Van
34795	BIPPER DIESEL - 1.3 HDi 75 Professional [Nav] [non Start/Stop]
24217	NEMO DIESEL - 1.3 HDi Enterprise [non Start/Stop]
34480	FIESTA DIESEL - 1.5 TDCi Trend EOnetic Van
34050	CORSAVAN DIESEL - 1.3 CDTi 16V Van [Start/Stop]
30871	TRANSIT COURIER DIESEL - 1.5 TDCi Trend Van

Accounting for around 5.2% of all LCV sales in our research data last month, and with an average performance against the guide of 106.9%, collectively Ford Fiesta and Courier models took just over 60% of all sector sales. Ford Courier were available in greater numbers last month. On average they were sold for 5.3% above the guide which was just below the sector average of 106.9%. Vauxhall Corsavan was Ford's nearest rival in this sector taking 20% of all sector sales, however, as with all other models in this sector they performed well above the guide values. On average the guide values have gone up +1.8% (£78) in this edition, however, individual price adjustments have been made to the following model ranges...

CITROEN C2 (05-09) VAN (2%)
 CITROEN NEMO (08-16) VAN (6%)
 CITROEN NEMO (16-18) VAN (2%)
 FIAT FIORINO (08-16) VAN (2%)
 FIAT FIORINO E6 (16-) VAN (-6%)
 FIAT GRANDE PUNTO (07-15) VAN (3%)
 FIAT PUNTO (96-07) VAN (6%)
 FORD COURIER (14-) VAN (4%)
 FORD FIESTA (05-09) PET VAN (6%)
 FORD FIESTA (05-09) VAN (1.6%)
 FORD FIESTA (09-18) VAN (6%)
 FORD FIESTA (18-) VAN (5%)
 MINI CLUBVAN (12-14) VAN (1.6%)

PEUGEOT 206 (00-07) VAN (1.6%)
 PEUGEOT 207 (07-08) PET VAN (1.6%)
 PEUGEOT 207 (07-12) VAN (1%)
 PEUGEOT BIPPER (08-17) VAN (6%)
 PEUGEOT BIPPER (16-18) VAN (2%)
 RENAULT CLIO (02-07) VAN (5%)
 RENAULT CLIO (07-09) VAN (1%)
 VAUXHALL ASTRAVAN (06-13) VAN (1%)
 VAUXHALL ASTRAVAN (98-06) PET VAN (6%)
 VAUXHALL ASTRAVAN (98-06) VAN (6%)
 VAUXHALL CORSAVAN (07-19) VAN (1.6%)
 VAUXHALL CORSAVAN (94-06) PET VAN (2%)
 VAUXHALL CORSAVAN (94-07) VAN (4%)

Small Vans

CAPIId	Small Van
28276	CADDY MAXI C20 DIESEL - 1.6 TDI 102PS Startline Van
38471	BERLINGO L1 DIESEL - 1.6 BlueHDi 625Kg Enterprise 75ps
18445	BERLINGO L1 DIESEL - 1.6 HDi 625Kg Enterprise 75ps
38472	BERLINGO L1 DIESEL - 1.6 BlueHDi 850Kg Enterprise 100ps
38515	PARTNER L1 DIESEL - 850 1.6 BlueHDi 100 Professional Van [non SS]
34205	DOBLO CARGO MAXI L2 DIESEL - 1.3 Multijet 16V SX Van Start Stop
24235	COMBO L1 DIESEL - 2000 1.3 CDTI 16V ecoFLEX H1 Van
34767	CADDY MAXI C20 DIESEL - 1.6 TDI 102PS Startline Van
34441	BERLINGO L1 DIESEL - 1.6 BlueHDi 625Kg LX 100ps
37702	TRANSIT CONNECT 200 L1 DIESEL - 1.5 TDCi 120ps Limited Van

Taking a 22.8% share of all LCV sales in our research data last month and with an average performance against the guide of 106.9%, the demand for vans in this sector continued to put upward pressure on prices. Ford Connect models dominated the sector taking just under 21% of all sector sales, however, Partner and Berlingo jointly took a larger share at just under 28%. There were no losers in this sector though as all models performed well above the guide values with an overall sector performance of 106.9%. On average the guide values have gone up +4.8% (£283) in this edition, however, individual price adjustments have been made to the following model ranges...

CITROEN BERLINGO (02-12) VAN (1.6%)	NISSAN NV250 (19-) VAN (1%)
CITROEN BERLINGO (08-18) VAN (4%)	PEUGEOT PARTNER (08-17) VAN (2%)
CITROEN BERLINGO (16-19) VAN (2%)	PEUGEOT PARTNER (96-08) PET VAN (1.6%)
CITROEN BERLINGO (18-) VAN (2%)	PEUGEOT PARTNER (96-10) VAN (1.6%)
CITROEN BERLINGO (98-09) PET VAN (1.6%)	PEUGEOT PARTNER E6 (15-19) VAN (5%)
FIAT DOBLO CARGO (01-10) PET VAN (1.6%)	PEUGEOT PARTNER E6 (18-) VAN (2%)
FIAT DOBLO CARGO (01-10) VAN (1.6%)	RENAULT KANGOO (02-09) VAN (0%)
FIAT DOBLO CARGO (10-17) VAN (6%)	RENAULT KANGOO (08-13) VAN (3%)
FIAT DOBLO CARGO (10-19) COMBI VAN (1.6%)	RENAULT KANGOO (13-17) VAN (6%)
FIAT DOBLO CARGO (10-19) PET VAN (1.6%)	RENAULT KANGOO (98-08) PET VAN (1.6%)
FIAT DOBLO CARGO (11-) DROP (1.6%)	RENAULT KANGOO COMPACT (08-10) PET VAN (3%)
FIAT DOBLO CARGO (15-) E6 VAN (6%)	RENAULT KANGOO COMPACT (08-12) VAN (3%)
FIAT DOBLO CARGO E6 (16-) DROP (-6%)	RENAULT KANGOO E6 (16-) VAN (1%)
FIAT DOBLO CARGO E6 (16-) VAN (3%)	RENAULT KANGOO E6 (19-) VAN (NEW IDS) (1%)
FORD CONNECT (02-07) T200 PET VAN (3%)	TOYOTA PROACE CITY (19-) VAN (1.6%)
FORD CONNECT (02-08) T210 PET VAN (3%)	VAUXHALL COMBO (01-10) PET VAN (2%)
FORD CONNECT (02-09) T200-T230 VAN (3%)	VAUXHALL COMBO (01-12) VAN (2%)
FORD CONNECT (06-07) T210 VAN (3%)	VAUXHALL COMBO (12-18) VAN (6%)
FORD CONNECT (09-13) T200-T230 VAN (4%)	VAUXHALL COMBO E6 (16-19) VAN (6%)
FORD CONNECT (13-19) T200-T240 VAN (6%)	VAUXHALL COMBO E6 (18-) VAN (2%)
FORD CONNECT (18-) T200-T240 VAN FACELIFT (4%)	VW CADDY (04-10) C20 VAN (0%)
M-B CITAN (13-) VAN (5%)	VW CADDY (10-14) C20 VAN CNG (5%)
NISSAN KUBISTAR (03-08) VAN (1.6%)	VW CADDY (10-15) C20 VAN (5%)
NISSAN KUBISTAR (07-08) FRIDGE (1.6%)	VW CADDY (15-17) VAN (2%)
NISSAN KUBISTAR (07-08) PET VAN (1.6%)	VW CADDY E6 (16-) VAN (6%)
NISSAN NV200 (09-) VAN (6%)	

Medium Vans

CAPIId	Medium Van
35797	TRANSIT CUSTOM 270 L1 DIESEL FWD - 2.0 TDCi 130ps Low Roof Limited Van
35807	TRANSIT CUSTOM 290 L1 DIESEL FWD - 2.0 TDCi 105ps Low Roof Van
25441	TRANSIT CUSTOM 270 L1 DIESEL FWD - 2.2 TDCi 125ps Low Roof Limited Van
25437	TRANSIT CUSTOM 270 L1 DIESEL FWD - 2.2 TDCi 100ps Low Roof Van
39358	DISPATCH M DIESEL - 1000 1.6 BlueHDi 115 Van Enterprise
34624	TRANSPORTER T28 SWB DIESEL - 2.0 TDI BMT 102 Trendline Van Euro 6
25446	TRANSIT CUSTOM 290 L1 DIESEL FWD - 2.2 TDCi 100ps Low Roof Van
34623	TRANSPORTER T28 SWB DIESEL - 2.0 TDI BMT 102 Startline Van Euro 6
38112	VIVARO L2 DIESEL - 2900 1.6CDTI 120PS Sportive H1 Van
35793	TRANSIT CUSTOM 270 L1 DIESEL FWD - 2.0 TDCi 105ps Low Roof Van

At just over 30% the Medium Van sector share of all LCVs sales for August was down by around 2% compared to July according to our research data. The average price performance against the guide for this sector remained strong at 106.6%. Ford Custom dominated this sector with a 39% share, whilst Vivaro accounted for around 19% and VW Transporter 18% of sales. Price performance against the guide was exceptionally strong across all models. On average the guide values have gone up by +3.6% (£380) in this edition with the following notable exceptions...

CITROEN DISPATCH (07-16) VAN (6%)	PEUGEOT EXPERT E6 (16-) VAN (3%)
CITROEN DISPATCH (96-07) VAN (6%)	RENAULT TRAFIC (01-07) dCi VAN (4%)
CITROEN DISPATCH E6 (16-) VAN (3%)	RENAULT TRAFIC (01-07) PET VAN (4%)
CITROEN DISPATCH E6 (19-) VAN (3%)	RENAULT TRAFIC (06-14) dCi VAN (4%)
FIAT SCUDDO (07-17) VAN (3%)	RENAULT TRAFIC (08-09) dCi FRIDGE (4%)
FIAT SCUDDO (96-07) VAN (3%)	RENAULT TRAFIC (14-16) dCi VAN (4%)
FIAT TALENTO (16-20) VAN (4%)	RENAULT TRAFIC E6 (16-20) dCi VAN (4%)
FIAT TALENTO (19-) VAN FACELIFT (4%)	RENAULT TRAFIC E6 (20-) dCi VAN (4%)
FORD TRANSIT CUSTOM VAN (12-17) (5%)	TOYOTA HI-ACE (06-12) VAN (2%)
FORD TRANSIT CUSTOM VAN E6 (16-18) (5%)	TOYOTA Hi-ACE (96-06) VAN (2%)
FORD TRANSIT CUSTOM VAN E6 (17-) (5%)	TOYOTA PROACE (12-16) VAN (3%)
HYUNDAI ILOAD (09-20) VAN (2%)	TOYOTA PROACE E6 (16-) VAN (0%)
LDV PILOT (96-06) VAN (2%)	TOYOTA PROACE E6 (19-) FRIDGE VAN (0%)
M-B VITO (03-11) CDi FRIDGE (0%)	VAUXHALL VIVARO (01-07) VAN (5%)
M-B VITO (03-11) CDi VAN (0%)	VAUXHALL VIVARO (02-06) PET VAN (5%)
M-B VITO (03-11) DUALINER VAN (0%)	VAUXHALL VIVARO (06-12) VAN (5%)
M-B VITO (05-07) PET VAN (0%)	VAUXHALL VIVARO (11-14) VAN (5%)
M-B VITO (10-15) CDi VAN (5%)	VAUXHALL VIVARO (14-18) VAN (5%)
M-B VITO (10-15) DUALINER VAN (5%)	VAUXHALL VIVARO E6 (16-19) VAN (5%)
M-B VITO E6 (15-20) CDi VAN (5%)	VAUXHALL VIVARO E6 (19-) VAN (3%)
M-B VITO E6 (19-) CDi VAN (5%)	VW T5 TRANSPORTER (03-10) VAN (2%)
NISSAN NV300 (16-) VAN (4%)	VW T5 TRANSPORTER (03-14) FRIDGE (2%)
NISSAN NV300 (19-) VAN (4%)	VW T5 TRANSPORTER (10-16) VAN (6%)
NISSAN PRIMASTAR (02-07) dCi VAN (2%)	VW T6 TRANSPORTER (15-16) VAN (6%)
NISSAN PRIMASTAR (06-15) dCi VAN (6%)	VW T6 TRANSPORTER E6 (16-20) VAN (3%)
PEUGEOT EXPERT (07-16) VAN (6%)	VW T6 TRANSPORTER E6 (20-) VAN (3%)
PEUGEOT EXPERT (19-) VAN (NEW IDS) (3%)	VW T6 TRANSPORTER PETROL (16-19) VAN (3%)
PEUGEOT EXPERT (96-07) VAN (6%)	

Large Vans

CAPIId	Large Van
38198	BOXER 335 L3 DIESEL - 2.0 BlueHDi H2 Professional Van 130ps
36948	SPRINTER 314CDI LONG DIESEL - 3.5t High Roof Van
38787	MASTER LWB DIESEL FWD - LM35 ENERGY dCi 110 Business M/Roof Van [EURO 6]
38153	RELAY 35 L3 DIESEL - 2.0 BlueHDi H2 Van 130ps Enterprise
36890	SPRINTER 314CDI MEDIUM DIESEL - 3.5t High Roof Van
37909	TRANSIT 350 L3 DIESEL RWD - 2.0 TDCi 130ps H3 Van
22038	CRAFTER CR35 LWB DIESEL - 2.0 TDI BlueMotion Tech 163PS High Roof Van
26863	SPRINTER 313CDI LONG DIESEL - 3.5t High Roof Van
30637	TRANSIT 350 L3 DIESEL RWD - 2.2 TDCi 125ps H3 Van
38269	MOVANO 35 L3 DIESEL FWD - 2.3 CDTi H2 Van 130ps

The sector market share for Large Vans was up by just over 1% last month at 16% whilst the average price performance against the guide was 106.8% according to our research data. There was a healthy mix of models available in this sector last month with strong performances against the guide all round. The guide values for this sector have gone up on average by +3.6% (£347) in this edition, however, there are large number of model ranges which have had individual price adjustments; these are listed below.

CITROEN RELAY E6 (16-) VAN (6%)	M-B SPRINTER (06-13) FRIDGE PV (1.5%)
CITROEN RELAY (02-07) VAN (3%)	M-B SPRINTER (13-19) 2-SERIES VAN (6%)
CITROEN RELAY (06-14) VAN (3%)	M-B SPRINTER (13-19) 3-SERIES VAN (6%)
CITROEN RELAY (14-16) VAN (6%)	M-B SPRINTER (95-06) PET VAN (1.5%)
FIAT DUCATO (02-06) VAN (3%)	M-B SPRINTER CNG (09-13) SERIES-3 FRIDGE (1.5%)
FIAT DUCATO (02-07) VAN (3%)	M-B SPRINTER CNG (09-13) SERIES-3 VAN (3%)
FIAT DUCATO (06-14) VAN (3%)	M-B SPRINTER E6 (16-19) 2-SERIES VAN (5%)
FIAT DUCATO (06-14) WINDOW VAN (1.5%)	M-B SPRINTER E6 (16-19) 3-SERIES VAN (5%)
FIAT DUCATO (14-) VAN (6%)	M-B SPRINTER E6 (18-) 2-SERIES VAN (0%)
FIAT DUCATO (19-) VAN (6%)	M-B SPRINTER E6 (18-) 3-SERIES VAN (0%)
FORD TRANSIT (00-06) T260 T280 T300 VAN (0%)	NISSAN INTERSTAR (03-11) VAN (1.5%)
FORD TRANSIT (00-06) T330 T350 T350EL VAN (0%)	NISSAN INTERSTAR (07-11) FRIDGE (1.5%)
FORD TRANSIT (01-06) PET VAN (0%)	NISSAN NV400 (11-20) VAN (1.5%)
FORD TRANSIT (06-12) T250 - T350 PET VAN (3%)	NISSAN NV400 E6 (16-20) VAN (1.5%)
FORD TRANSIT (06-13) T350 - MESSING UNIT (3%)	NISSAN NV400 E6 (19-) VAN (1.5%)
FORD TRANSIT (06-14) T250 - T300 VAN (3%)	PEUGEOT BOXER (02-07) VAN (3%)
FORD TRANSIT (06-14) T330 - T350 VAN (3%)	PEUGEOT BOXER (06-14) VAN (3%)
FORD TRANSIT (14-17) T290 - T350 VAN (5%)	PEUGEOT BOXER (14-16) VAN (6%)
FORD TRANSIT E6 (19-) T290 - T350 VAN (5%)	PEUGEOT BOXER E6 (16-) VAN (4%)
FORD TRANSIT E6 (16-19) T290 - T350 VAN (5%)	PEUGEOT BOXER E6 (16-) WINDOW VAN (1.5%)
IVECO DAILY (06-09) VAN (1.5%)	RENAULT MASTER (03-10) dCi FRIDGE (1.5%)
IVECO DAILY (06-10) 3.5t VAN (1.5%)	RENAULT MASTER (03-10) dCi VAN (0%)
IVECO DAILY (09-15) FRIDGE (1.5%)	RENAULT MASTER (10-14) dCi FRIDGE (1.5%)
IVECO DAILY (09-15) VAN (1.5%)	RENAULT MASTER (10-17) dCi VAN (0%)
IVECO DAILY (14-16) VAN (1.5%)	RENAULT MASTER (14-16) dCi WINDOW VAN (1.5%)
IVECO DAILY (99-07) L CLASS VAN (1.5%)	RENAULT MASTER E6 (16-20) dCi VAN (0%)
IVECO DAILY CNG (04-07) VAN (1.5%)	RENAULT MASTER E6 (16-20) dCi WINDOW VAN (1.5%)
IVECO DAILY E6 (14-20) VAN (1.5%)	RENAULT MASTER E6 (19-) dCi VAN (0%)

IVECO DAILY E6 (19-) VAN (1.5%)	RENAULT TRUCKS MASCOTT (07-09) FRIDGE (1.5%)
IVECO UNIJET DAILY (03-06) L CLASS VAN (1.5%)	RENAULT TRUCKS MASCOTT (07-10) VAN (0%)
IVECO UNIJET DAILY (03-07) C CLASS VAN (1.5%)	RENAULT TRUCKS MASTER (03-10) dCi FRIDGE (1.5%)
IVECO UNIJET DAILY (03-07) S CLASS VAN (1.5%)	RENAULT TRUCKS MASTER (03-10) dCi VAN (0%)
IVECO UNIJET DAILY (04-06) S CLASS FRIDGE (1.5%)	RENAULT TRUCKS MASTER (10-15) VAN (0%)
IVECO UNIJET DAILY (05-06) C CLASS FRIDGE (1.5%)	RENAULT TRUCKS MASTER (14-16) VAN (0%)
LDV CONVOY (01-06) VAN (1.5%)	RENAULT TRUCKS MASTER E6 (16-) VAN (0%)
LDV CONVOY (02-06) LPG VAN (1.5%)	RENAULT TRUCKS MASTER E6 (20-) VAN (0%)
LDV E5 (16-20) VAN (1.5%)	VAUXHALL MOVANO (03-10) VAN (6%)
LDV MAXUS (05-09) VAN (1.5%)	VAUXHALL MOVANO (10-16) FRIDGE (1.5%)
LDV MAXUS (08-09) FRIDGE (1.5%)	VAUXHALL MOVANO (10-17) VAN (6%)
MAN TGE (17-) VAN (1.5%)	VAUXHALL MOVANO E6 (16-19) VAN (1%)
MAXUS DELIVER (20-) VAN (1.5%)	VAUXHALL MOVANO E6 (19-) VAN FACELIFT (1%)
M-B SPRINTER (00-06) FRIDGE (1.5%)	VW CRAFTER (06-17) VAN (6%)
M-B SPRINTER (00-06) PET VAN (1.5%)	VW CRAFTER (17-) VAN (6%)
M-B SPRINTER (00-06) VAN (1.5%)	VW CRAFTER E6 (16-17) VAN (6%)
M-B SPRINTER (06-13) 2-SERIES VAN (3%)	VW LT (96-07) VAN (1.5%)
M-B SPRINTER (06-13) 3-SERIES VAN (3%)	

LAND ROVER DISCOVERY (09-19) (0%)
 LAND ROVER DISCOVERY (18-) EURO 6 (0%)
 LAND ROVER FREELANDER (99-07) (1%)
 LAND ROVER FREELANDER 2 (08-10) (1%)

TOYOTA HILUX (07-10) D-4D WORK (0%)
 TOYOTA HILUX (10-16) D-4D WORK (6%)
 TOYOTA HILUX E6 (16-) WORK (0%)
 TOYOTA LAND CRUISER (17-) (1%)

4x4 Pick-ups Lifestyle

CAPId	4x4 Pick-up Lifestyle SUV
35006	RANGER DIESEL - Pick Up Double Cab Wildtrak 3.2 TDCi 200 Auto
35285	L200 DIESEL - Double Cab DI-D 178 Barbarian 4WD Auto
35284	L200 DIESEL - Double Cab DI-D 178 Barbarian 4WD
35282	L200 DIESEL - Double Cab DI-D 178 Warrior 4WD
39511	NAVARA DIESEL - Double Cab Pick Up Tekna 2.3dCi 190 4WD Auto
39510	NAVARA DIESEL - Double Cab Pick Up Tekna 2.3dCi 190 4WD
35283	L200 DIESEL - Double Cab DI-D 178 Warrior 4WD Auto
25079	AMAROK A32 DIESEL - D/Cab Pick Up Highline 2.0 BiTDI 180 BMT 4MTN Auto
18622	L200 LWB LB DIESEL - Double Cab DI-D Barbarian 4WD 176Bhp
35281	L200 DIESEL - Double Cab DI-D 178 Titan 4WD

The sector market share for Lifestyle 4x4 Pick-ups appears to have stabilised at around 16.1% of total LCV sales last month whilst the sector price performance against the guide was up again at 103.7%. There have been no downward price adjustments in this sector for this edition. On average the guide prices have gone up by +1.6% (£209) in this edition, however, models with no price changes and ranges with individual price adjustments are listed below.

FIAT FULLBACK (16-) LIFE (0%)
 FORD RANGER (02-06) PICK-UP LIFE (5%)
 FORD RANGER (06-09) PICK-UP LIFE (5%)
 FORD RANGER (09-11) LIFE (1.5%)
 FORD RANGER (11-16) PICK-UP LIFE (1%)
 FORD RANGER (15-19) PICK-UP LIFE (0%)
 FORD RANGER (19-) PICK-UP LIFE (5%)
 GREAT WALL (12-) (6%)
 ISUZU D-MAX DIESEL (12-18) (5%)
 ISUZU D-MAX DIESEL (17-) (0%)
 ISUZU RODEO (03-07) LIFE (1.5%)
 ISUZU RODEO (07-12) LIFE (1.5%)
 MAZDA BT50 (08-10) LIFE (1.5%)
 M-B X-CLASS DIESEL (2017-) (0%)
 MITSUBISHI L200 (01-07) TD/TD 113 LIFE (1.5%)
 MITSUBISHI L200 (06-16) DI-D LIFE (5%)
 MITSUBISHI L200 (15-) DI-D LIFE (0%)
 MITSUBISHI SHOGUN (19-) (1.5%)

NISSAN NAVARA (05-07) LIFE (2%)
 NISSAN NAVARA (06-10) LIFE (2%)
 NISSAN NAVARA (10-16) LIFE (5%)
 NISSAN NAVARA E6 (16-) LIFE (1%)
 NISSAN NP300 NAVARA (16-16) LIFE (1%)
 SSANGYONG KORANDO (13-16) (1.5%)
 SSANGYONG KORANDO E6 (16-) (1.5%)
 SSANGYONG KORANDO SPORT (12-17) (1.5%)
 SSANGYONG KORANDO SPORT E6 (16-17) (1.5%)
 SSANGYONG MUSSO E6 (16-20) (1.5%)
 SSANGYONG MUSSO E6 (18-) (1.5%)
 TOYOTA HILUX (01-10) PICK-UP LIFE (5%)
 TOYOTA HILUX (10-16) D-4D LIFE (4%)
 TOYOTA HILUX E6 (16-) LIFE (0%)
 VAUXHALL VXR8 MALOO (16-18) (1.5%)
 VW AMAROK (11-17) LIFE (5%)
 VW AMAROK (16-) LIFE (1%)

Ken Brown

LCV Valuations Editor

HGV Market Overview

Auctions continue to follow strict rules necessary to remain covid safe with social distancing and the wearing of masks being a minimum requirement on sale days. Vehicle inspection remains difficult as does vehicle delivery and collection which are often by appointment only.

All auctions continue to offer good on-line bidding facilities, some having enhanced the experience with better quality vehicle reports, more comprehensive photographs and video clips, but it is still not the same as a physical inspection, and whilst some are allowing hall bidding others continue to operate on-line only for now.

We continue to watch auctions live on-line for research purposes and we are seeing good stock levels being maintained and some have seen good sales happening, occasionally with very good conversion rates on-the-day. Whilst stock numbers have increased, sales have fallen a little by comparison and the number of repeat entries appear to be on the increase.

Older equipment continues to perform reasonably, and values reflect this, but Euro 6 values continue to be squeezed a little as stocks increase and buyers become more discerning. Presently values offered for the similar vehicles can vary significantly from one auction to another and from one week to another, quite often it is dependent on the mix of stock on offer with the auctions offering only a couple of similar vehicles seeing better results than those offering larger batches of the same.

Good supplies of fresh stock continue but fresh stock is not necessarily always good stock. Offering what the buyers want is not always at the behest of the auctions who can only offer what their customers are willing to supply to them. Most are finding a sufficient assortment of late registered quality equipment sufficient to interest buyers and induce lively bidding. That said most hold a numerous stock of less desirable vehicles which always struggle to sell. Due to the large quantity of vehicles available it remains a buyer's market and vendors may sometimes find it difficult to achieve the best sale value but that said all the auctions are telling us that how good business is at the moment.

This is not necessarily the case with the buyers who are usually looking to procure a vehicle as cheaply as possible. Dealers continue to field enquiries for vehicles, but price continues to be a major influence. Reasonably aged rental specification vehicles with mileage and condition commensurate with age, which are many dealers bread and butter are now available in good numbers, giving buyers a good selection to choose from. The best vehicles are often cherry-picked leaving the less attractive ones languishing unsold.

Manufacturers report continued healthy sales, particularly of rigid vehicles. Some report that the numbers of vehicles returning from their customers has diminished but most of the vehicles due to return are tractor units with far fewer, easily saleable, rigids due to return.

Records from the auctions we viewed on-line indicate that the average number of auction entries increased by over 15% compared to last month but the number of on-the-day truck sales decreased by over 10% in relation to total entries, whilst trailer sales fell by a little over 20% during the same period. This is based on nine auctions and a total of 1723 viewed lots and as we always remind you these are 'hammer sales' on-the-day and converted provisional sales are not included. Speaking to a couple of auctions, conversion rates of provisional sales are reported to be currently in excess of 60%

This month's research indicates that:

- 7.5t to 12t – The values of Euro 5 and Euro 6 vehicles have fallen a little. Whilst the values of pre-Euro 5 vehicles remain steady.
- 13t to 18t – Values across all emissions are down a little with Euro 5 vehicles suffering slightly more so than others.
- Multi-wheel rigids – Values here too have drifted downwards just a little across all derivatives.

- Tractor units – 6x2 Euro 6 values have fallen slightly across all makes but there are signs that on some models' values are starting to settle. Pre Euro 6 values remain steady with a couple of small increases in value, 4x2 and 6x4 examples have seen values fall a little although there are example of some values remaining stable.
- Trailers – Most types have seen values take a small downward movement.

7.5t to 12t Vehicles

Good volumes of four and five-year-old white Euro 6 boxes have been available for sale recently, along with other derivatives, primarily DAF, Iveco and a few Mercedes-Benz. Due to the volumes available values have fallen but buyers have continued purchasing them.

Fridges and tippers performed reasonably well last month, and the curtains that we saw returned healthy results. Evidence indicates that Euro 6 vehicles are seeing values decrease and competition to purchase them is becoming just a little less competitive.

Pre-Euro 6 vehicles are plentiful, but sales remain active and values are holding up for most examples, especially those in a tidy condition. Fridges remain plentiful particularly on DAF and Mercedes-Benz chassis and the offers being achieved reflect the quality of the vehicle in question and in many instances, they don't sell, sometimes languishing at auction sites for considerable periods.

Several DAF LF chassis cabs from a well-known bottled gas supplier have appeared recently and proved popular entries, especially a few Euro 6 examples, and as always anything non-standard, or dropsides fitted with cranes, continue to attract just a little more interest.

13t to 18t Vehicles

Quality Euro 6 vehicles are attracting good attention at the moment and many are finding new owners but anything with a short or a low body prompts much less interest as they have limited use in comparison to standard bodied examples.

Euro 6 vehicles of around four and five years of age, often with low mileage, can usually be found at most auctions, often comprising of a batch of vehicles supplied by well-known truck rental companies. Being attractive acquisitions bidding can sometime be quite enthusiastic, however with increasing volumes the values being achieved are down a little, especially so on some fridge derivatives.

Tippers, skip loaders and recovery vehicles generally sell well but some older vehicles have just started to struggled slightly of late, not helped when they appear in an uncared for appearance.

Fridges remain steady sellers but the copious quantities of 13, 15 and 18 tonne examples, primarily on Mercedes-Benz chassis, and often in a less than desirable condition is not helping some to find buyers.

Several pantechicons have appeared recently but as it is often the case with such vehicles their age and mileage are often against them and there was little genuine interest shown in them.

Multi-wheelers

There has been a general decrease in values of Euro 6 vehicles in this sector and whilst hook-loaders and tippers remain popular, especially 8x4's fitted with cranes and grabs values are down a shade.

Very few Euro 6 examples of other variants are appearing in the open market and therefore remain relatively scarce and those that have appeared have generally prompted good interest, often resulting in a sale.

After last months increased interest refuse trucks have returned to sort by provoking little interest, with any activity being restricted for later registered vehicles with the best specification.

Euro 5 fridges on various chassis, but particularly Mercedes-Benz & Scania, continue to be available but as always it is age, condition, mileage and specification which determines the eventual outcome.

Beavertails, especially ones with cranes, continue to generate good interest. A couple of 26 tonne Euro 5 DAF's from a respected plant hire company did just that when they appeared and created positive bidding activity.

A further selection of jet vac tankers stimulated some interest but failed to sell whilst some older cement mixers in poor condition, failed to provoke any realistic interest.

Tractor Units

The number of Euro 6 6x2 examples appearing in the market continues to increase together with a good supplies of late registered Euro 5 examples.

Euro 6 Mercedes-Benz 2545 examples remain numerous at present along with Volvo FH460 Globetrotters and Renault T460's, and although sales are occurring fresh stock is arriving just as quickly at sales occur, so values are under pressure with most seeing a slight decrease in value this month.

Euro 5 vehicles continue to trade reasonably well with some values increasing slightly. Successful sales generally rest on the age and the desirability of a vehicle but can also be influenced by the number of similar vehicles being offered at the same auction.

There continues to be a good choice of 4x2 tractor unit available and here too values are down a little along with those of 6x4 and multi-axle tractor units.

Trailers

The number of trailers available for sale at auctions has remained consistent with last month but on-the-day sales are considerably less and whilst this is not currently a problem if stock continues to come into the market and sales stall it can lead to an excess of stock, nowhere to park it, and reduced prices, so one hopes this is just a temporary blip in sales.

Most trailer types can be easily found although fridges and curtains appear to be more numerous at the moment. The majority of fridges are struggling because they are supermarket specification with many sporting tail lifts.

Good quality newer trailers, irrespective of body type are attracting reasonable offers but the age and condition of many trailers currently available is not conducive to further use and they are unlikely to find buyers quickly.

Rob Smith

HGV Valuations Editor