OCTOBER 2024 COMMERCIAL VEHICLE MARKET UPDATE

SUMMARY

Auction volume and pricing decreased in September 2024. Retail volume ticked up slightly, with sleeper depreciation mild and daycab pricing stable.

CLASS 8 AUCTION UPDATE

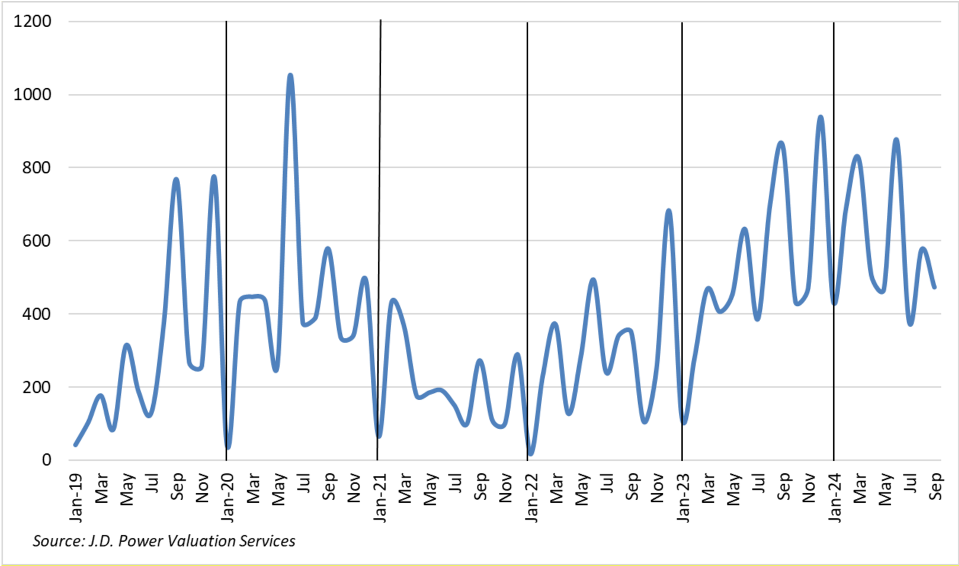
Sales volume at auctions in September dipped from August, which is unusual since September is frequently the highest-volume month of the year. Pricing dropped for a second consecutive month.

Looking at late-model sleeper tractors, average pricing for our benchmark truck in September was:

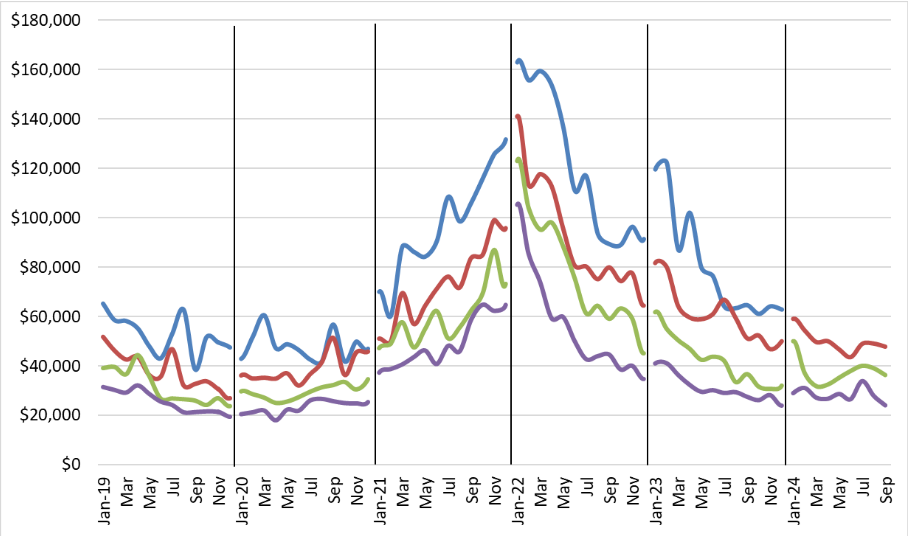
- Model year 2021: $47,947; $1,239 (2.5%) lower than August
- Model year 2020: $36,318; $2,731 (7.0%) lower than August
- Model year 2019: $24,096; $3,837 (13.7%) lower than August
- Model year 2018: $17,934; $4,142 (18.8%) lower than August

In September, selling prices for four- to six-year-old sleepers were 6.7% lower than August. Pricing is currently 1% lower than the strong pre-pandemic period of 2018 in nominal figures (21% lower if adjusted for inflation), and 46% higher than the last market nadir in late 2019 (19% higher if adjusted for inflation). Despite September's downward movement, depreciation in 2024 is averaging only 1.4% per month. August was the first month since April to see lower pricing, and September continued that movement. Of course, these averages are just a broad overview. Our subscription and consulting products drill deeper into individual makes and models and provide more detail into market conditions.

Volume of the Three Most Common Sleeper Tractors (3- to 7-Year-Old) Sold Through the Two Largest Nationwide No-Reserve Auctions



Average Auction Hammer Price: 3- to 6-Year-Old Benchmark Sleeper Tractor (Nominal Numbers)



Source: J.D. Power Valuation Services

CLASS 8 RETAIL UPDATE

Retail sleeper pricing dipped mildly in September, while daycabs stabilized.

Overall, the average sleeper tractor retailed in September was 63 months old, had 440,197 miles and brought $59,549. Compared with August, this average sleeper was one month newer, had 9,217 (2.1%) more miles and brought $1,677 (2.9%) more money. Compared with September 2023, this average sleeper was four months newer, had 23,517 (5.6%) more miles and brought $12,132 (16.9%) less money.

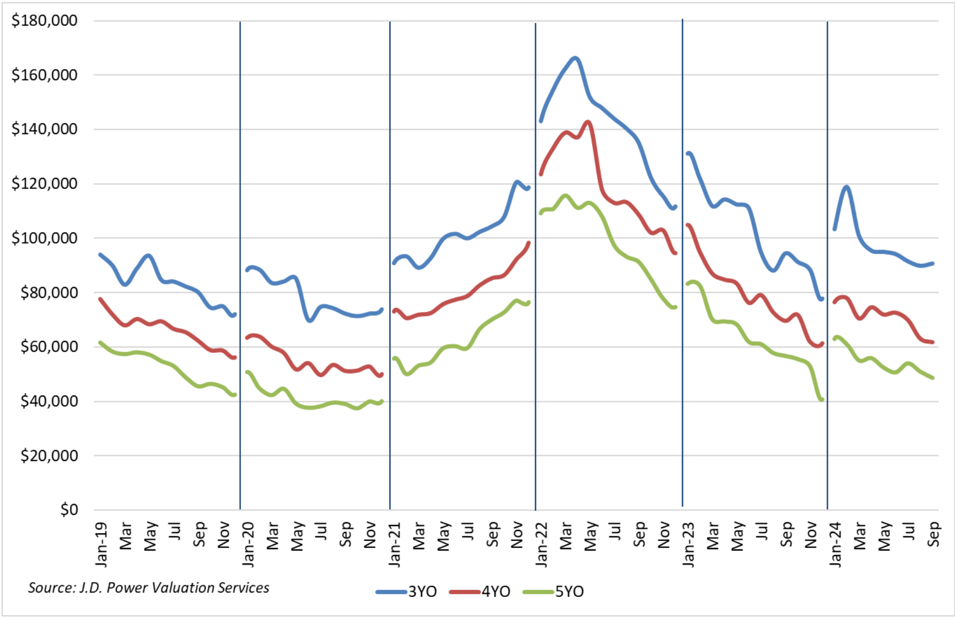
September's average pricing for late-model trucks was as follows:

- Model year 2023: $118,402 $2,026 (1.7%) lower than August
- Model year 2022: $90,593; $842 (0.9%) higher than August
- Model year 2021: $61,681; $1,319 (2.1%) lower than August
- Model year 2020: $48,595; $2,314 (4.5%) lower than August
- Model year 2019: $38,189; $1,286 (3.5%) higher than August
- Model year 2018: $25,920; $3,202 (11.0%) lower than August

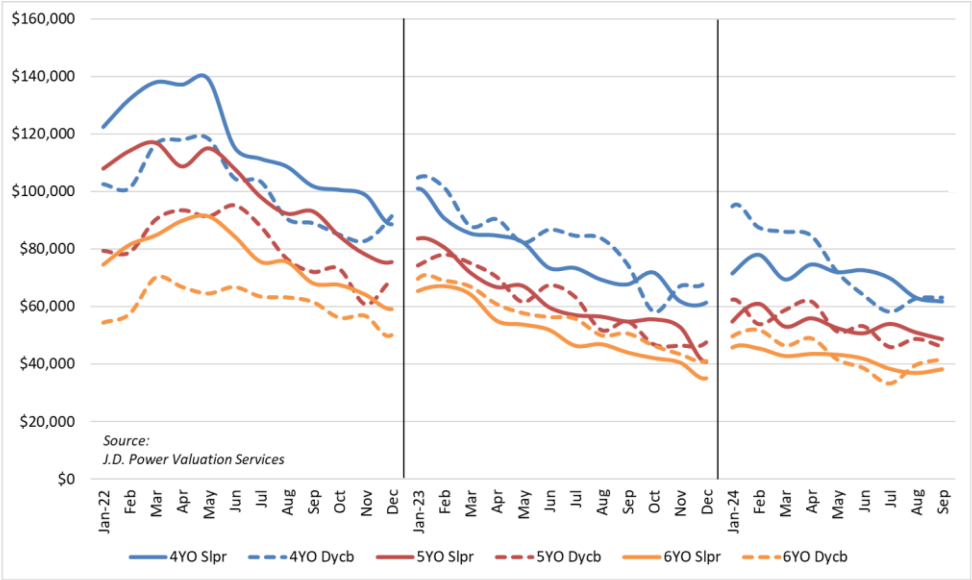
Three- to five-year-old sleeper tractors brought 1.4% less money in September than August, and 8.9% less than September 2023. Late-model sleepers are now bringing 5% less money than the last strong pre-pandemic period of early 2019 in nominal dollars, or 25% less when adjusted for inflation. Compared with the last weak pre-pandemic period, late-model sleeper values are running 19% higher in nominal dollars or 3% lower in real dollars. Depreciation in 2024 is averaging 2.3% per month, which is historically typical.

Moving to the daycab segment, trucks sold retail in September brought essentially equal money to August, with less than 1% separating the two months. Compared with September 2023, this segment brought 16.3% less money. Price stability in the most recent two months has improved the year-to-date monthly depreciation average to 3.6%. Market dynamics in the auction channel look less positive, so we are not changing our outlook for this segment at present.

Average Retail Selling Price: 3- to 5-Year-Old Sleeper Tractors, Adjusted for Mileage (Nominal Numbers)

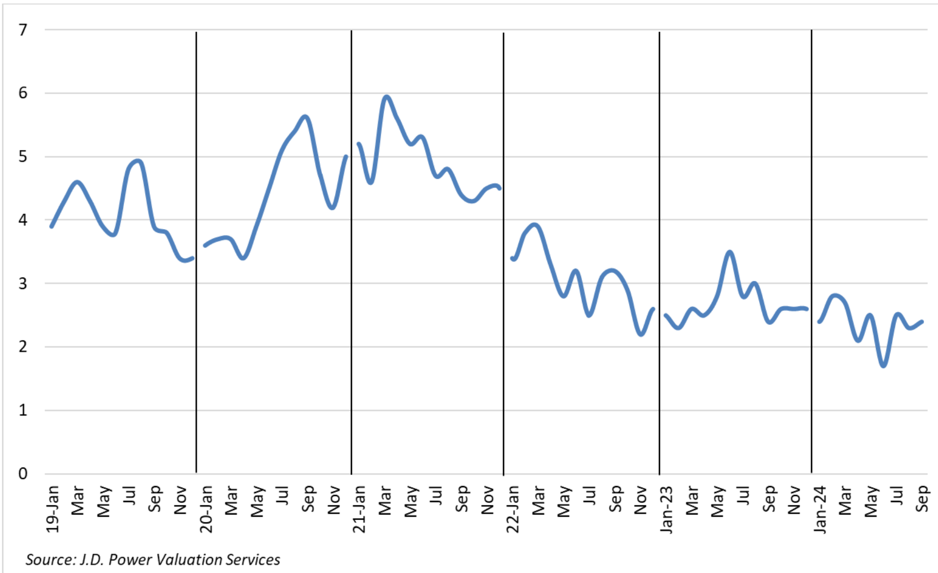


Avg. Retail Selling Price: 4- to 6-Year-Old Aerodynamic Sleepers and Daycabs, Adj. for Mileage (Nominal Numbers)

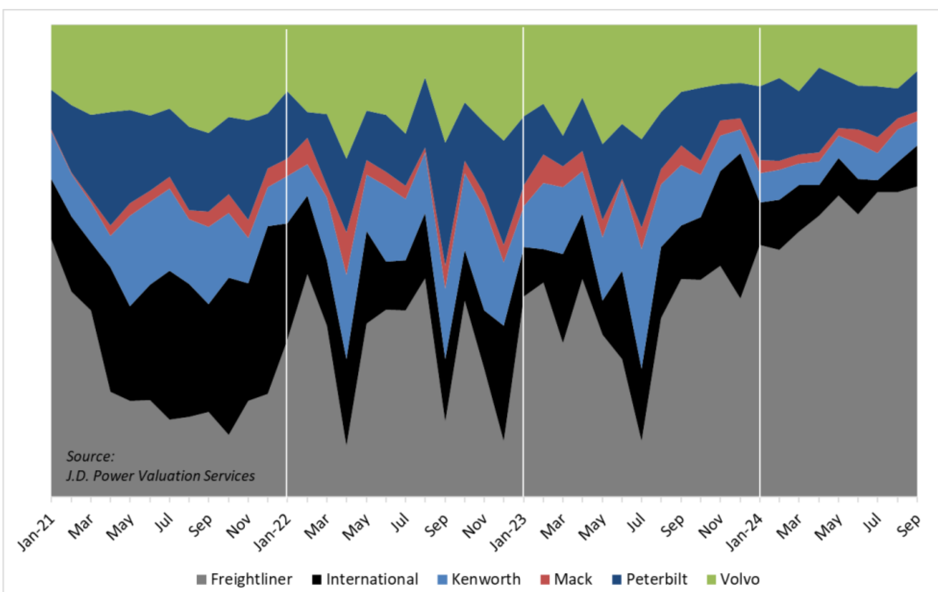


Dealers sold 2.4 trucks per rooftop in September, 0.1 higher than August. Overall, 11% more trucks were reported sold retail in September vs. August.

Number of Trucks Retailed per Dealership Rooftop



Relative Proportion of Retail Sales Reported by Make (3- to 5-Year-Old Sleeper Tractors)



This monthly update is a broad and general sample of J.D. Power analytical capabilities. For information about our valuation products, residual forecasting, make and model benchmarking, raw data and other services, contact Chris Visser at chris.visser@jdpa.com, visit our website at jdpowervalues.com or download our MarketValues app.