



# Commercial Truck Guidelines

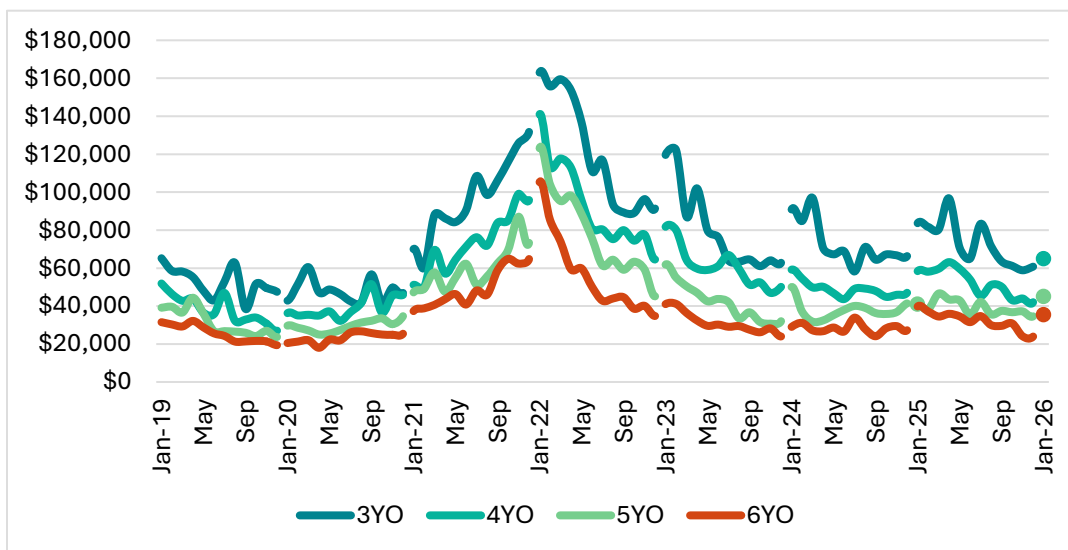
February 2026 Market Update

# SELLING PRICES

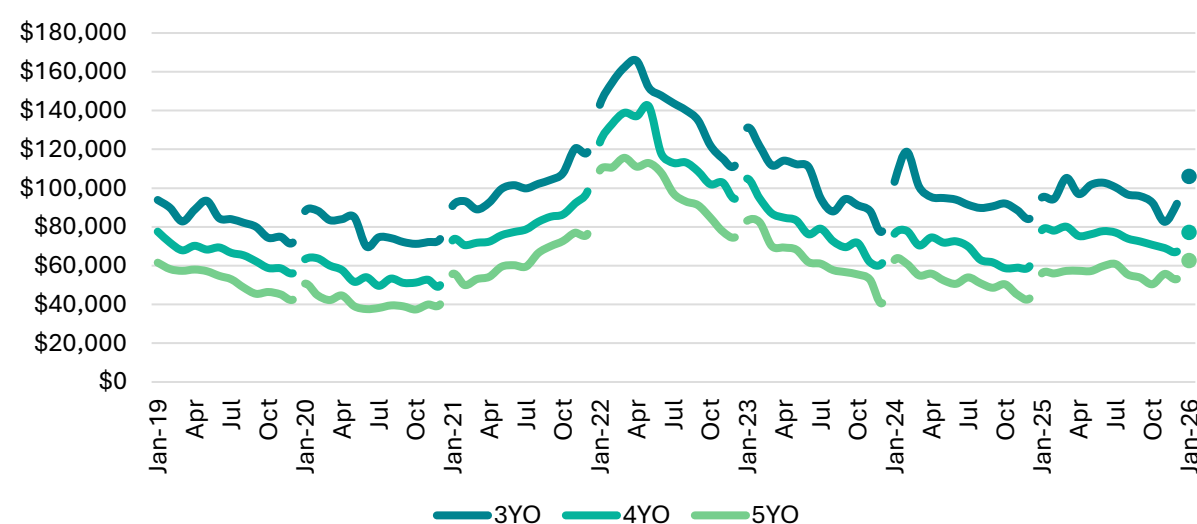
2026 started off positively, with auction and retail pricing up month-over-month and year-over-year.

	Month-Over-Month	Year-Over-Year	YTD2026 vs. YTD2025	Avg. Monthly Depreciation – YTD2026	1/2026 vs. late 2018	1/2026 vs. late 2019
Retail Selling Prices	+1.7%	+7.1%	+7.1%	-	+29.3 (nominal) +0.3% (real)	+40.7 (nominal) +11.5% (real)
Wholesale Selling Prices	-3.6%	+13.0%	+13.0%	-	+25.4% (nominal) -2.8% (real)	+89.3% (nominal) +50.1% (real)
Auction Selling Prices	+6.5%	+4.4%	+4.4%	-	+34.7% (nominal) +4.4% (real)	+94.8% (nominal) +54.4% (real)

Average Auction Hammer Price: 3- to 6-Year-Old Benchmark Sleeper Tractor



Average Retail Selling Price: 3- to 5-Year-Old Sleeper Tractors

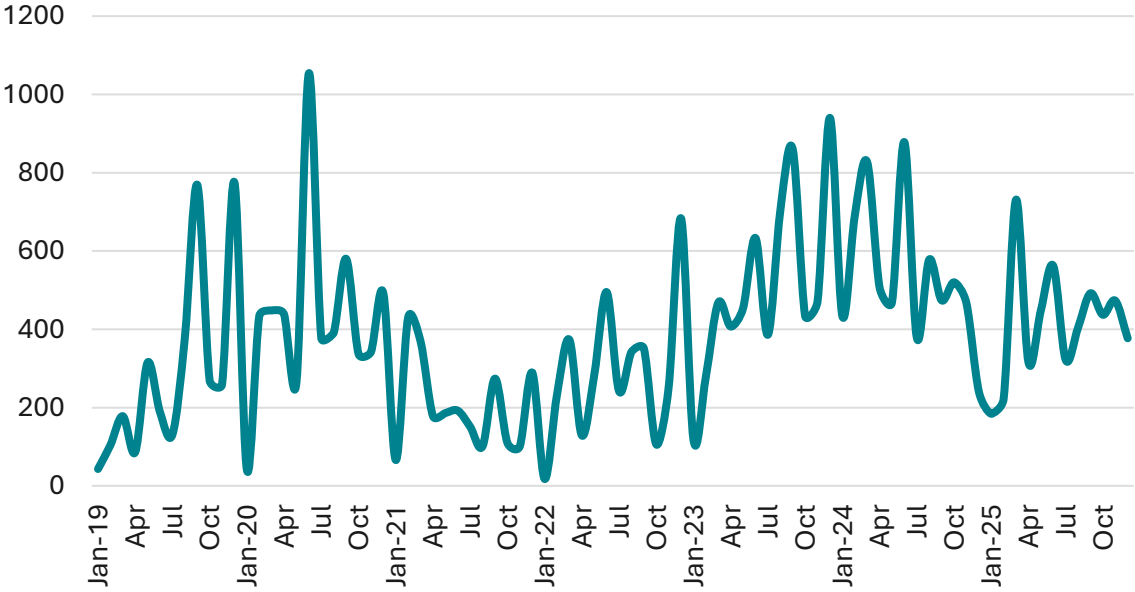


# SALES VOLUME

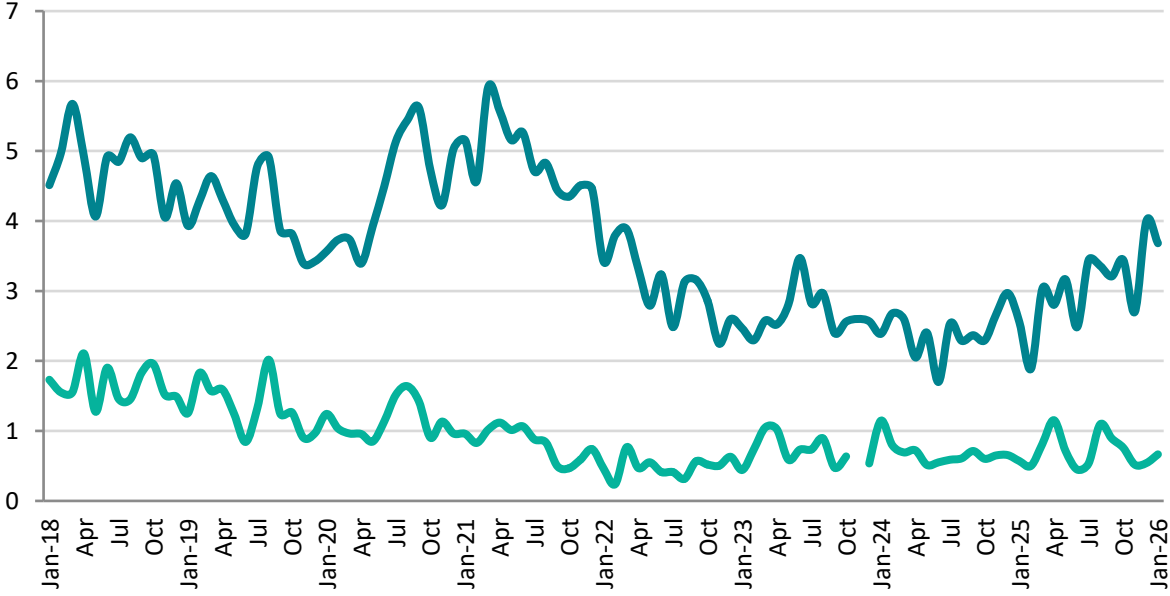
January 2026 was a typically slow month for auction activity, but volume was higher than January 2025. Retail sales per dealership were notably better than the last 3 years for the second month in a row.

	Month-Over-Month	Year-Over-Year	YTD2026 vs. YTD2025
Retail Sales per Rooftop	-0.3 Truck	+1.2 Trucks	+1.2 Trucks
Wholesale Sales per Rooftop	+0.2 Truck	+0.1 Truck	+0.1 Truck
Auction Volume	-44.8%	+13.0	+13.0%

Auction Volume of the Three Most Common Sleeper Tractors (3- to 7-Year-Old)



Sales per Dealership Rooftop

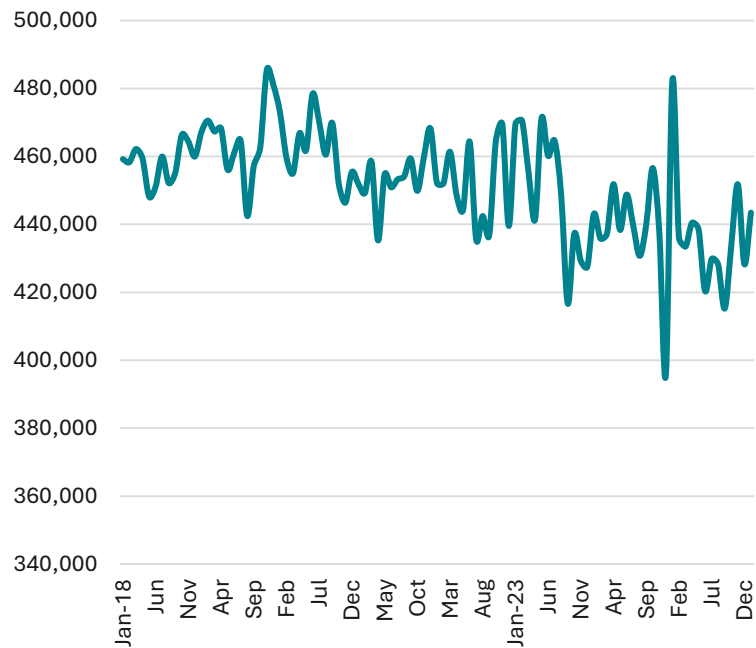


# RETAIL METRICS

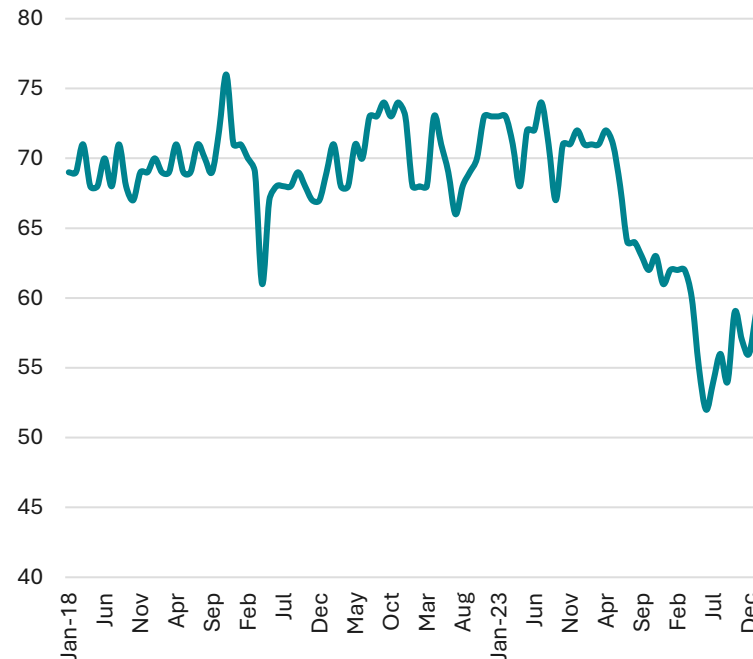
The average age of trucks retailed remains lower than historically-typical, at 59 months old in January, 2 months older than December, but 10 months newer than the long-term average.

	Month-Over-Month	Year-Over-Year	YTD2026 vs. YTD2025
Average Age	+3 Months	-3 Months	-3 Months
Average Mileage	+3.5%	-8.1%	-8.1%

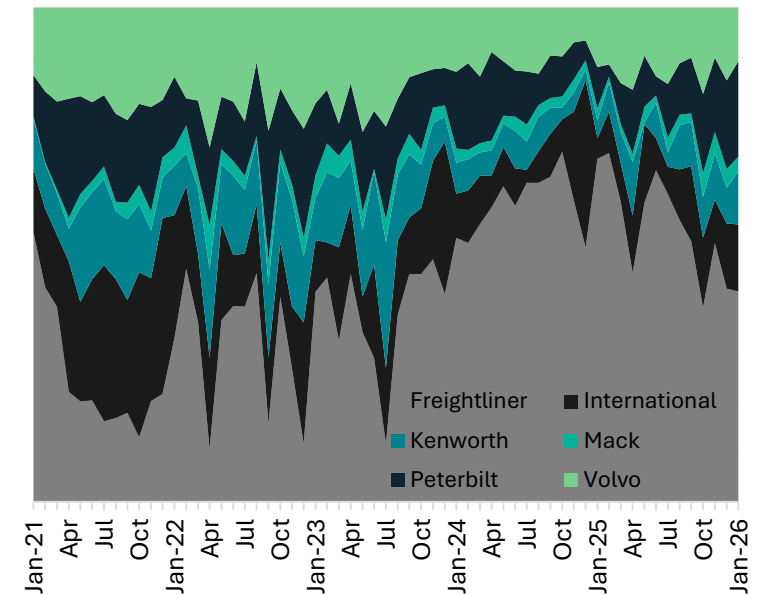
Average Mileage of all Sleepers Reported Sold (Retail)



Average Age of all Sleepers Reported Sold (Retail)



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



# SUMMARY

As 2026 begins, new truck orders suggest pent-up demand is transitioning into replacement and used truck metrics show continued strength. Trucking capacity may be tightening quicker than predicted, which would counteract, to an extent, increased trade volume driven by higher new truck deliveries. Higher freight rates mean increased demand for late-model, low-mileage trucks.

Economic and trade policy uncertainty is the new normal, but as long as consumers continue to spend, freight and equipment metrics should continue to move in the right direction.

*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](mailto:chris.visser@jdpa.com), visit our website at [jdpowervalues.com](http://jdpowervalues.com) or download our MarketValues app.*