



## COMMERCIAL TRUCK

### OVERALL

TYPE TRENDS

BRAND TRENDS

REGIONAL TRENDS

How is the Price Stability INDEX calculated?

### MARKET ACTIVITY

**\$5,139,707,159**  
MARKET VALUE

**116,687**  
ASSETS

### YEAR OVER YEAR

#### MARKET METRICS

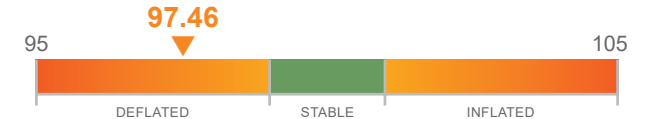
VALUES ▼ **18.9%** FMV ▲ **10.5%** FLV  
VOLUME ▲ **13.4%** RESALE ▲ **7.3%** AUCTION

### MONTH OVER MONTH

#### MARKET METRICS

VALUES ▼ **2.7%** FMV 0.0% FLV  
VOLUME ▲ **27.5%** RESALE ▲ **41.9%** AUCTION

#### PRICE STABILITY INDEX™



### MARKET PERFORMANCE

The overall market value and total number of assets both increased from May to June, rising by 15.3% and 20.8%, respectively.

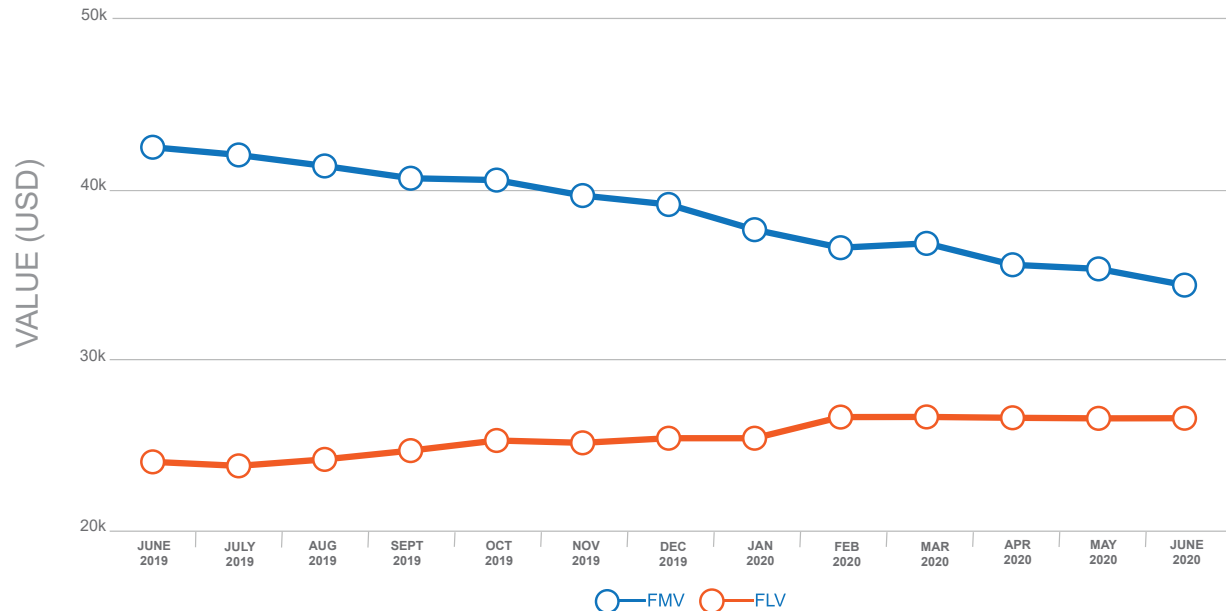
### MARKET HIGHLIGHTS

- Average utilization on the auction channel decreased 8.0% from May to June and is 5.3% lower than June 2019. Average utilization on the resale channel increased 3.5% from May to June, but is 3.1% lower than it was in June 2019.
- Market activity increased for both FMV and FLV from May to June, rising by 27.5% and 41.9%, respectively.
- Average age decreased slightly on both the auction and resale channels from May to June.

### MARKET FORECAST

As a result of the tentative circumstances that continue to plague 2020, FMV market activity could continue its slow decline over the next few months.

### FMV AND FLV TRENDS



	VOLUME CHANGE		AVERAGE AGE		USAGE	
MONTH OVER MONTH	▲ 27.5% RESALE	▲ 41.9% AUCTION	▼ 1.6% RESALE	▼ 1.9% AUCTION	▲ 3.5% RESALE	▼ 8.0% AUCTION
YEAR OVER YEAR	▲ 13.4% RESALE	▲ 7.3% AUCTION	▲ 2.2% RESALE	▲ 15.3% AUCTION	▼ 3.1% RESALE	▼ 5.3% AUCTION



## COMMERCIAL TRUCK

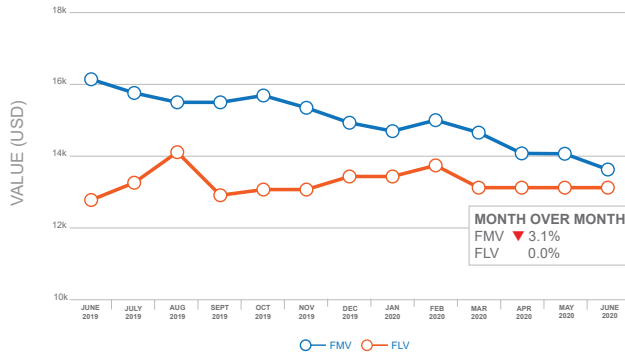
OVERALL

**TYPE TRENDS**

BRAND TRENDS

REGIONAL TRENDS

### MEDIUM DUTY CABOVER DAY CAB CHASSIS



From June 2019 to June 2020, there was a 33.2% increase in average age on the resale channel.

### MARKET ACTIVITY MONTH OVER MONTH

▲ 45.4% RESALE  
0.0% AUCTION

### USAGE TRENDS MONTH OVER MONTH

▲ 4.7% RESALE  
0.0% AUCTION

### YEAR OVER YEAR

▼ 17.0% RESALE  
0.0% AUCTION

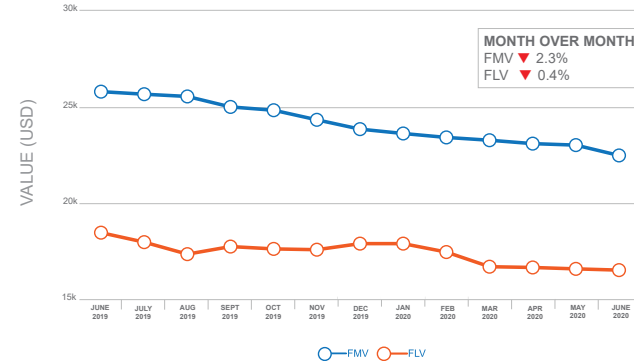
### AGE TRENDS MONTH OVER MONTH

▲ 0.6% RESALE  
0.0% AUCTION

### YEAR OVER YEAR

▲ 33.2% RESALE  
0.0% AUCTION

### MEDIUM DUTY CONVENTIONAL DAY CAB CHASSIS



Compared to this time last year, June 2020 showed a 13.8% decrease in the average utilization on the resale channel.

### MARKET ACTIVITY MONTH OVER MONTH

▲ 33.2% RESALE  
▲ 142.9% AUCTION

### USAGE TRENDS MONTH OVER MONTH

▲ 2.8% RESALE  
▲ 43.2% AUCTION

### YEAR OVER YEAR

▼ 13.8% RESALE  
▲ 96.3% AUCTION

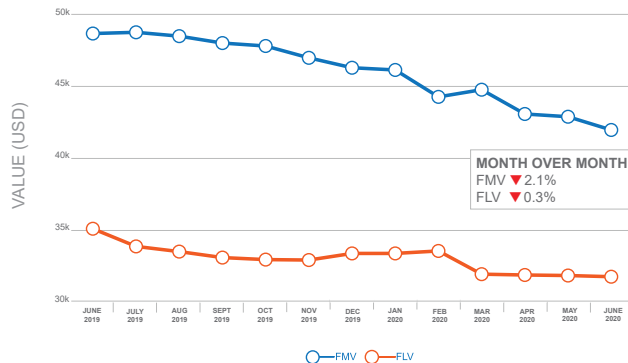
### AGE TRENDS MONTH OVER MONTH

▼ 0.8% RESALE  
▲ 4.6% AUCTION

### YEAR OVER YEAR

▼ 3.7% RESALE  
▲ 6.8% AUCTION

### HEAVY DUTY CONVENTIONAL DAY CAB CHASSIS



When looking at these heavy duty day cab chassis', FMV market activity increased 36.6% from May to June.

### MARKET ACTIVITY MONTH OVER MONTH

▲ 36.6% RESALE  
▲ 6.4% AUCTION

### USAGE TRENDS MONTH OVER MONTH

▲ 5.9% RESALE  
▲ 25.9% AUCTION

### YEAR OVER YEAR

▲ 7.2% RESALE  
▲ 22.7% AUCTION

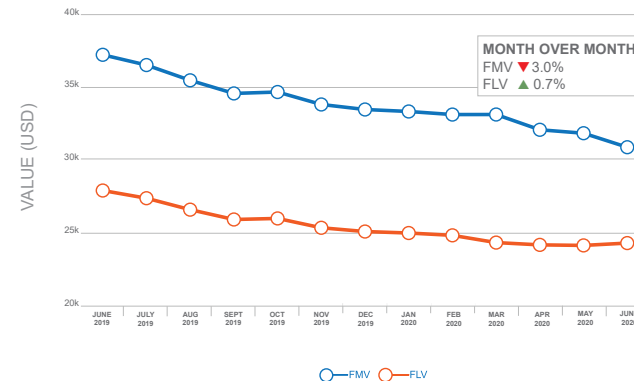
### AGE TRENDS MONTH OVER MONTH

▼ 7.8% RESALE  
▼ 3.3% AUCTION

### YEAR OVER YEAR

▼ 2.2% RESALE  
▲ 9.0% AUCTION

### HEAVY DUTY CONVENTIONAL DAY CAB TRACTOR



The average age of these tractors on the auction channel was 10.3% lower in June 2020 than in June 2019.

### MARKET ACTIVITY MONTH OVER MONTH

▲ 10.6% RESALE  
▲ 62.2% AUCTION

### USAGE TRENDS MONTH OVER MONTH

▼ 0.3% RESALE  
▲ 17.1% AUCTION

### YEAR OVER YEAR

▼ 9.4% RESALE  
▼ 26.1% AUCTION

### AGE TRENDS MONTH OVER MONTH

▲ 3.7% RESALE  
▲ 1.8% AUCTION

### YEAR OVER YEAR

▼ 14.6% RESALE  
▼ 10.3% AUCTION



## COMMERCIAL TRUCK

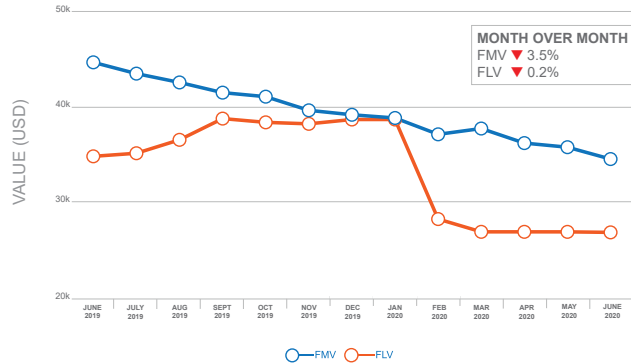
OVERALL

**TYPE TRENDS**

BRAND TRENDS

REGIONAL TRENDS

### HEAVY DUTY CONVENTIONAL SLEEPER TRACTOR



Average utilization on the resale channel increased 3.7% from May to June for these sleeper tractors.

#### MARKET ACTIVITY MONTH OVER MONTH

▲ 21.0% RESALE  
▲ 100.0% AUCTION

#### USAGE TRENDS MONTH OVER MONTH

▲ 3.7% RESALE  
0.0% AUCTION

#### YEAR OVER YEAR

▼ 2.3% RESALE  
▼ 14.2% AUCTION

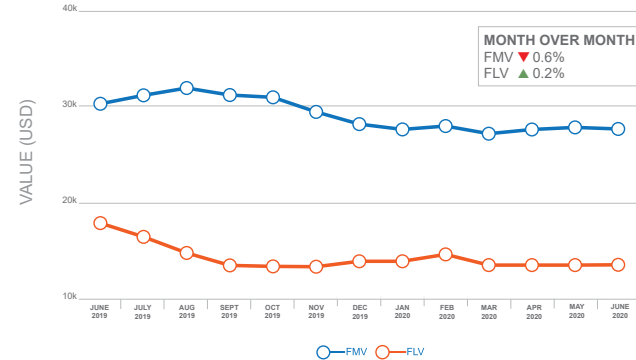
#### AGE TRENDS MONTH OVER MONTH

▼ 3.3% RESALE  
▼ 12.5% AUCTION

#### YEAR OVER YEAR

▲ 4.5% RESALE  
▲ 133.3% AUCTION

### MEDIUM DUTY CREW CAB CHASSIS



These crew cab chassis' showed the largest year-over-year decrease in FMV market activity among the six equipment types—dropping by 25.7%.

#### MARKET ACTIVITY MONTH OVER MONTH

▲ 26.8% RESALE  
0.0% AUCTION

#### USAGE TRENDS MONTH OVER MONTH

▲ 3.3% RESALE  
0.0% AUCTION

#### YEAR OVER YEAR

▲ 5.4% RESALE  
0.0% AUCTION

#### AGE TRENDS MONTH OVER MONTH

▲ 0.3% RESALE  
0.0% AUCTION

#### YEAR OVER YEAR

▲ 16.0% RESALE  
0.0% AUCTION



## COMMERCIAL TRUCK

OVERALL

TYPE TRENDS

**BRAND TRENDS**

REGIONAL TRENDS

### MARKET DATA: JUNE 2020

### MONTH OVER MONTH ANALYSIS

**\$5,139,707,159**

**116,687**

MARKET VALUE

ASSETS

#### MARKET PERFORMANCE

Average FMV continues to decline across the board (by about 3%) for all six brands when comparing month-over-month and year-over-year. Kenworth and Volvo had the largest declines from May to June, down 3.8% and 3.4%, respectively.

#### MARKET HIGHLIGHTS

- FMV market activity increased for five of the six brands from May to June, conversely, Peterbilt declined by 11.4%.
- Kenworth had the largest increase in average utilization on the resale channel, up 9.8% from May to June.
- Average age on the resale channel declined for all brands except Kenworth, which increased 3.6% from May to June.

#### MARKET FORECAST

Average FMV could continue to decline over the next few months depending on the state of the economy the rest of the year.

#### FREIGHTLINER

##### VALUE TRENDS

▼ **2.0%** FMV ▼ **0.1%** FLV

##### USAGE TRENDS

▲ **5.8%** RESALE ▼ **5.4%** AUCTION

##### MARKET ACTIVITY

▲ **57.9%** RESALE ▲ **20.0%** AUCTION

##### AGE TRENDS

▼ **3.7%** RESALE ▼ **9.7%** AUCTION

#### HINO

##### VALUE TRENDS

▼ **2.4%** FMV ▲ **0.3%** FLV

##### USAGE TRENDS

▲ **1.8%** RESALE **0.0%** AUCTION

##### MARKET ACTIVITY

▲ **22.4%** RESALE **0.0%** AUCTION

##### AGE TRENDS

▼ **0.3%** RESALE **0.0%** AUCTION

#### INTERNATIONAL

##### VALUE TRENDS

▼ **2.4%** FMV ▲ **0.1%** FLV

##### USAGE TRENDS

▲ **1.0%** RESALE ▲ **36.1%** AUCTION

##### MARKET ACTIVITY

▲ **21.2%** RESALE ▲ **125.8%** AUCTION

##### AGE TRENDS

▼ **1.9%** RESALE ▲ **6.1%** AUCTION

#### KENWORTH

##### VALUE TRENDS

▼ **3.8%** FMV ▼ **0.1%** FLV

##### USAGE TRENDS

▲ **9.8%** RESALE **0.0%** AUCTION

##### MARKET ACTIVITY

▲ **14.0%** RESALE ▲ **33.3%** AUCTION

##### AGE TRENDS

▲ **3.6%** RESALE ▲ **47.2%** AUCTION

#### PETERBILT

##### VALUE TRENDS

▼ **2.3%** FMV ▼ **0.1%** FLV

##### USAGE TRENDS

▼ **4.8%** RESALE ▲ **79.1%** AUCTION

##### MARKET ACTIVITY

▼ **11.4%** RESALE ▼ **2.5%** AUCTION

##### AGE TRENDS

▼ **7.6%** RESALE ▼ **14.6%** AUCTION

#### VOLVO

##### VALUE TRENDS

▼ **3.4%** FMV ▼ **0.2%** FLV

##### USAGE TRENDS

▼ **3.9%** RESALE ▼ **32.0%** AUCTION

##### MARKET ACTIVITY

▲ **21.8%** RESALE ▼ **22.2%** AUCTION

##### AGE TRENDS

▼ **0.7%** RESALE ▲ **36.7%** AUCTION



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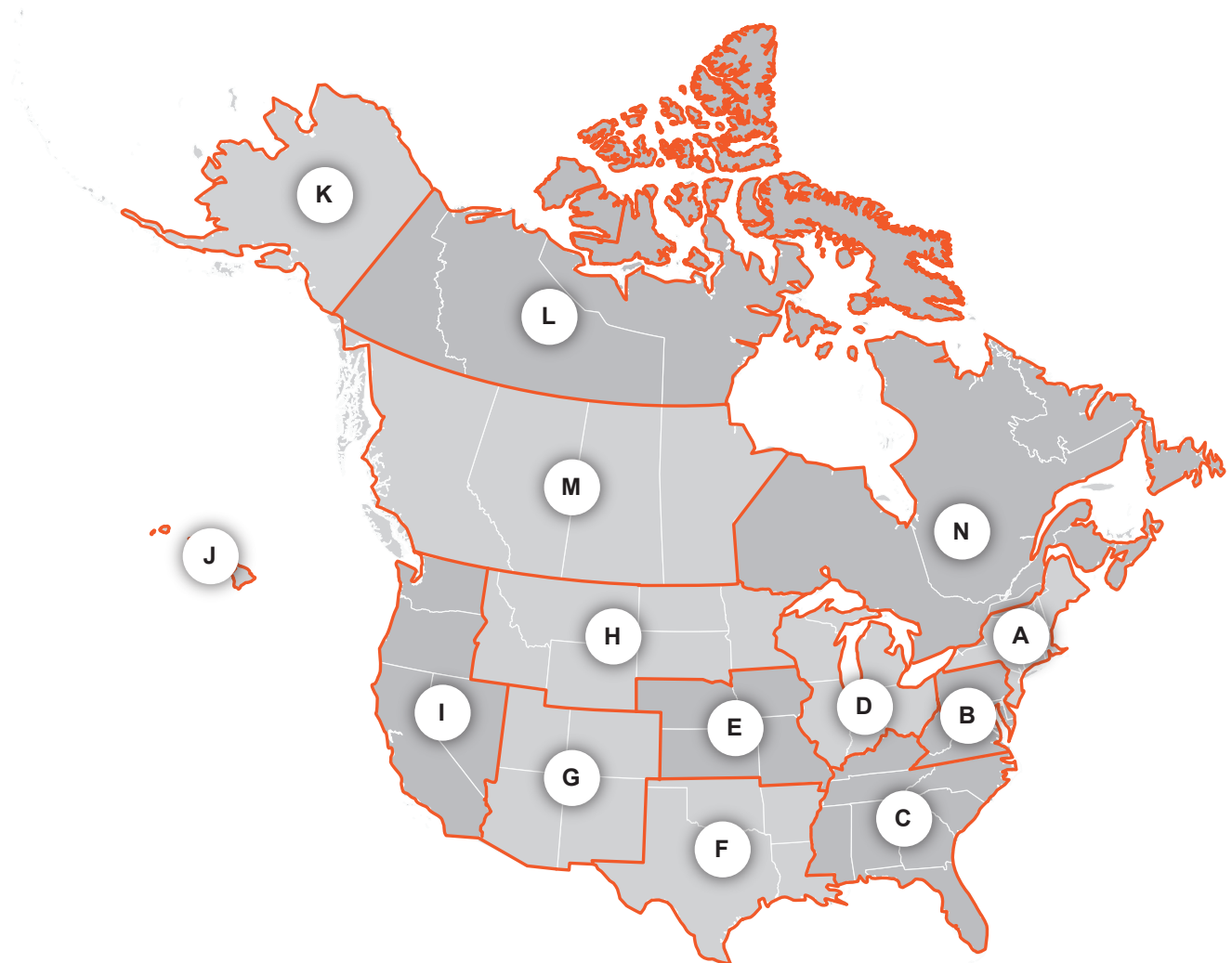
All regions were deflated in June due to large decreases in average values. The lowest Price Stability Index™ of 97.22 was present in region M, while region G had the highest at 99.55.

### EQUIPMENTWATCH PRICE STABILITY INDEX BY REGION

Region	Price Stability INDEX	Description
A	97.44	Deflated
B	97.35	Deflated
C	97.47	Deflated
D	97.51	Deflated
E	97.52	Deflated
F	97.42	Deflated
G	97.55	Deflated
H	97.41	Deflated
I	97.48	Deflated
J	NA*	NA*
K	NA*	NA*
L	NA*	NA*
M	97.22	Deflated
N	97.41	Deflated

\*Insufficient data. See Appendix for explanation.

\*See Appendix for regions.





## APPENDIX

### INTRODUCTION

The Truck Blue Book Commercial Truck Report is a compilation of a wide array of Truck Blue Book's data, designed to bring you an in-depth look at used equipment markets over the last month.

This Appendix is designed to answer your questions regarding this report. Here we define and illustrate how we think about values, market activity, age, usage, and regional influence for the most common types of commercial trucks seen on used markets across North America.

### OUR DATA

#### Selection Criteria for OEMs and Subtypes

Price Digests tracks Resale and Auction prices and activity for over 920 models across 38 manufacturers throughout North America. With over \$93 billion in observed equipment transactions, Truck Blue Book is your primary source for intelligence regarding the used commercial truck market.

The data in this report is divided into the top six truck types based on their market share from January 2019 to December 2019. They're listed in the table to the right.

#### Commercial Trucks

Heavy Duty: Conventional - Sleeper (Heavy Tractor)
Heavy Duty: Conventional - Day Cab (Heavy Tractor)
Heavy Duty: Conventional - Day Cab (Heavy Cab Chassis)
Medium Duty: Conventional - Day Cab (Cab Chassis)
Medium Duty: Cabover - Day Cab (Cab Chassis)
Medium Duty: Crew (Cab Chassis)

We have also limited the scope of the EquipmentWatch Market Report to the following brands in each market:

#### Commercial Truck

International
Freightliner
Volvo
Kenworth
Peterbilt
Hino



## APPENDIX

### THE PRICE STABILITY INDEX™

#### Academic justification

The Price Stability Index™ is a new metric for understanding the market for used commercial trucks. It measures resale price variations based on the movement of market prices and market activity among the equipment types and manufacturers presented above.

#### Methodology and Calculation

The Price Stability Index™ is based on the Laspeyres Index, one of the many economic indices used to monitor changes in prices over time. To calculate it, we use the framework provided by the Laspeyres Index:

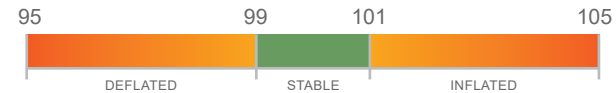
$$P_L = \frac{\sum(p_{c,t_n}) * (q_{c,t_0})}{\sum(p_{c,t_0}) * (q_{c,t_0})}$$

This equation sums the product of prices in the current month and quantity of the previous month and divides that by the product of prices in the previous month and quantity in the previous month.

We have modified this method to track the change in prices for each equipment type from month-to-month against the change in market activity for each equipment type month to month.

#### Interpretation

The Price Stability Index™ can be thought of as an index of price capacity. In more formal terms, it measures how efficiently used markets adjust to equilibrium given previous levels of prices and market activity. There are three primary ranges in the Price Stability Index™, as noted below:



When the Price Stability Index™ is higher than 101, that indicates that equipment is valued at a higher level than expected, given last month's prices and amount of market activity. We categorize this range as "Inflated".

When the Price Stability Index™ is lower than 99, it indicates that equipment is valued at a lower level than expected, given last month's prices and market activity. We categorize this range as "Deflated".

When the Price Stability Index™ is between 99 and 101, it is typically demonstrating that equipment prices and market activity are moving appropriately towards market equilibrium. We categorize this range as "Stable".

It is important to note that a higher rating on the Price Stability Index™ does not necessarily imply that used markets are better than a lower rating. For some, price inflation is desirable; for others, it is undesirable. However, all parties involved in buying or selling equipment on used markets can use the Price Stability Index™ to easily understand how prices in a particular region or equipment market are moving relative to the previous month.



## APPENDIX

### SECTION GUIDES

#### Overall Trends

This page is an overview of each market. The graph highlights an overall FMV and FLV trend line for all of the equipment types and manufacturers in the report for the last 13 months. It also displays very general month over month and year over year trends across the entire market.

#### Type Trends

This page subsets the analysis of the previous page across each of the key equipment types in this report.

#### Brand Trends

This page shows some of the key month over month trends for the manufacturers represented in this report, including equipment values, usage, market activity, and age trends.

#### Regional Trends

This page shows the Price Stability Index™ for each of the 14 regions, using the same calculation method as the Price Stability Index™ shown on the first page of the report. The states and provinces which make up each region are listed in the table below.

Note that due to regional disparity in market activity, some regions with very little or no market activity in the last month are excluded from the analysis. These are marked with “NA” on the map.

Country	Region	State/Province
USA	A	CT, DE, MA, ME, NH, NJ, MY, RI, VT
USA	B	MD, P, VA, WV
USA	C	AL, FL, GA, KY, MS, NC, SC, TN
USA	D	IL, IN, MI, OH, WI
USA	E	IA, KS, MO, NE
USA	F	AR, LA, OK, TX
USA	G	AZ, CO, NM, UT
USA	H	ID, MN, MT, ND, SD, WY
USA	I	CA, NV, OR, WA
USA	J	HI
USA	K	AK
CAN	L	NT, NU, YT
CAN	M	AB, BC, MB, SK
CAN	N	NB, NL, NS, ON, PE, QC





## APPENDIX

### FAQS

#### Why did you limit the equipment types in this report?

Truck Blue Book tracks activity for over twenty unique equipment types each month. For the truck market, we selected the most popular equipment types, based on the frequency of appearance on the resale and auction channels.

#### Why are there only 6 manufacturers in this report?

Truck Blue Book tracks market activity for 38 unique manufacturers each month. We selected the top 6 manufacturers. As the markets shift and prominence on used changes, we will adjust our selections accordingly.

#### Why don't you use OLV?

Orderly Liquidation Value, or OLV, is a third major category of values. These are the values of an asset given a single seller and multiple potential buyers given a long or indefinite timeframe in which to dispose. Given the lack of clarity around the time dimension, we have chosen not to make assumptions about the orderly liquidation process. However, OLV is typically between FLV and FMV in gross value.

### IMPORTANT DEFINITIONS

**Fair Market Value (FMV):** the value of an asset sold to a single buyer under no compulsion.

**Forced Liquidation Value (FLV):** the value of an asset sold at a properly advertised and conducted auction in which the seller is under compulsion to sell on an as-is, where-is basis as of a specific date.

**Market Activity:** A measure of the total number of observations collected by Truck Blue Book, including publicly-available dealer listings, auction results, and final sales data.

**Meter Reads:** A measure of usage that varies by equipment market. For most equipment types, this represents engine hours at the time of observation

**Age:** the age of an asset, based on model year and the year of observation.

### ABOUT TRUCK BLUE BOOK AND PRICE DIGESTS

Truck Blue Book is the trusted source for commercial truck data and intelligence. Truck Blue Book produces the leading business-to-business valuations for dealers, insurance, government, financial and tax professionals. Since 1928, Truck Blue Book has served as an industry leader in truck values powered by big-data.

For over 100 years, Price Digests has served the vehicle data and risk mitigation needs of the insurance, finance, government, and dealer markets through its portfolio of Values, VIN and Specs data solutions for the commercial truck, automobile, boat, powersport, and recreational vehicle asset classes.

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