



# Commercial Truck Guidelines

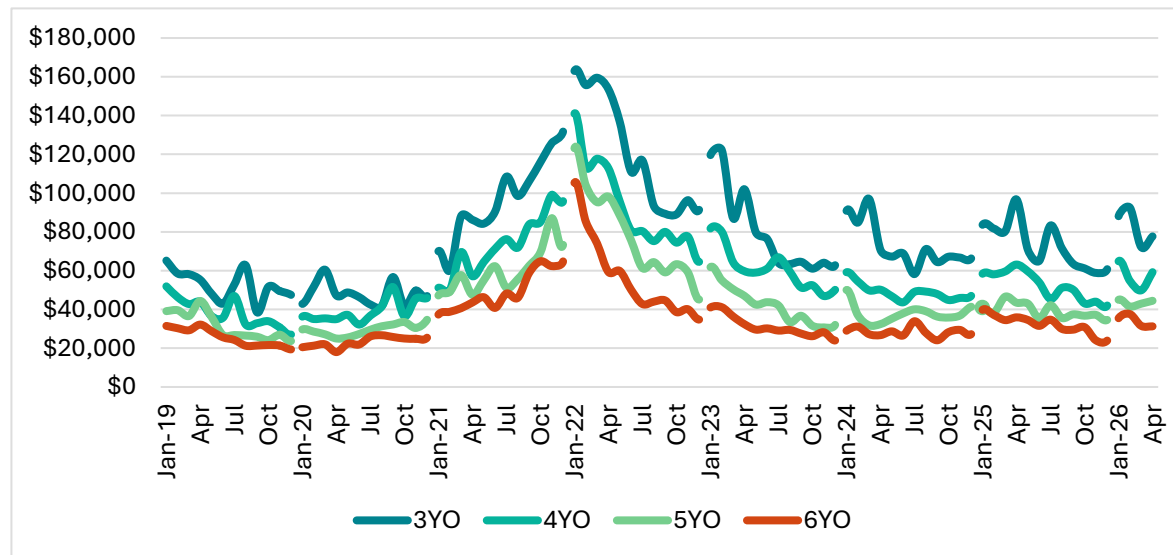
May 2026 Market Update

# SELLING PRICES

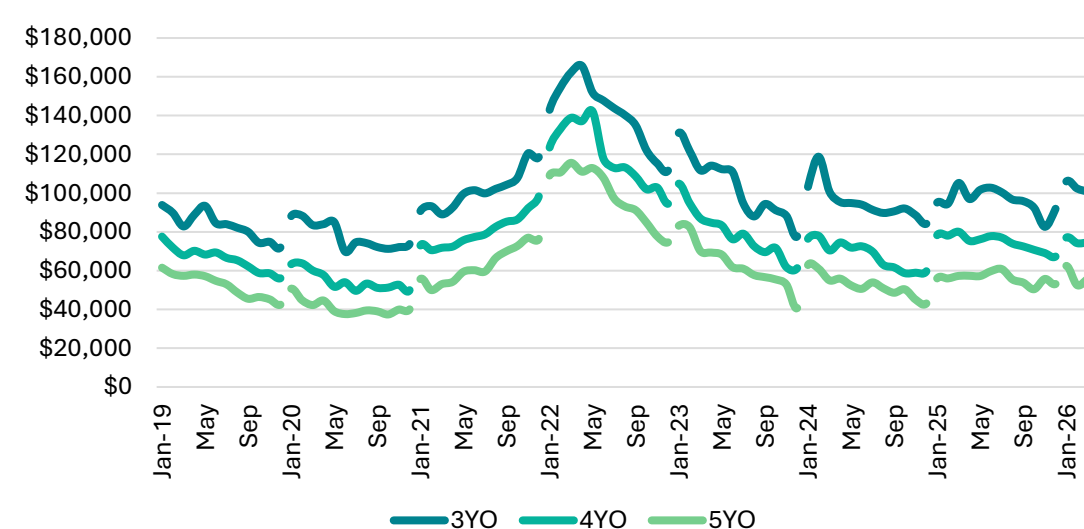
In April, auction pricing recovered from a weak March. Retail pricing was largely unchanged.

	Month-Over-Month	Year-Over-Year	YTD2026 vs. YTD2025	Avg. Monthly Depreciation – YTD2026	4/2026 vs. Late 2018/early 2019	4/2026 vs. late 2019
Retail Selling Prices	+0.2%	+0.8%	+0.7%	-1.3%	+3.5% (nominal) -21.1% (real)	+30.6% (nominal) +1.6% (real)
Wholesale Selling Prices	-2.1%	-3.1%	+1.9%	-2.6%	+40.1% (nominal) +5.7% (real)	+55.6% (nominal) +20.1% (real)
Auction Selling Prices	+8.5%	-5.3%	-3.2%	-2.1%	+15.4% (nominal) -12.0% (real)	+80.9% (nominal) +40.8% (real)

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



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

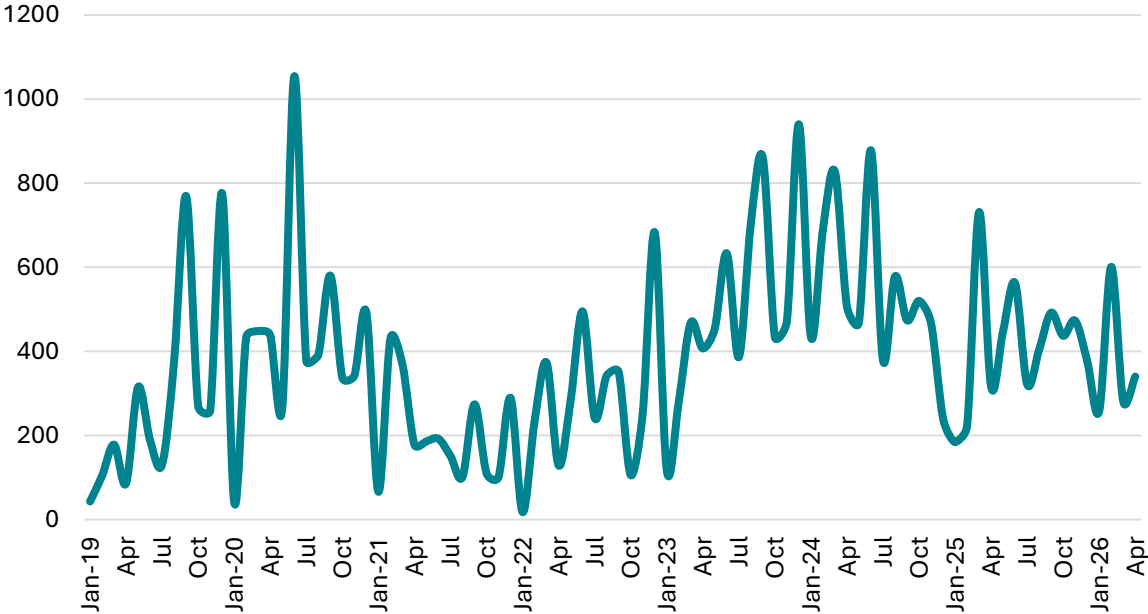


# SALES VOLUME

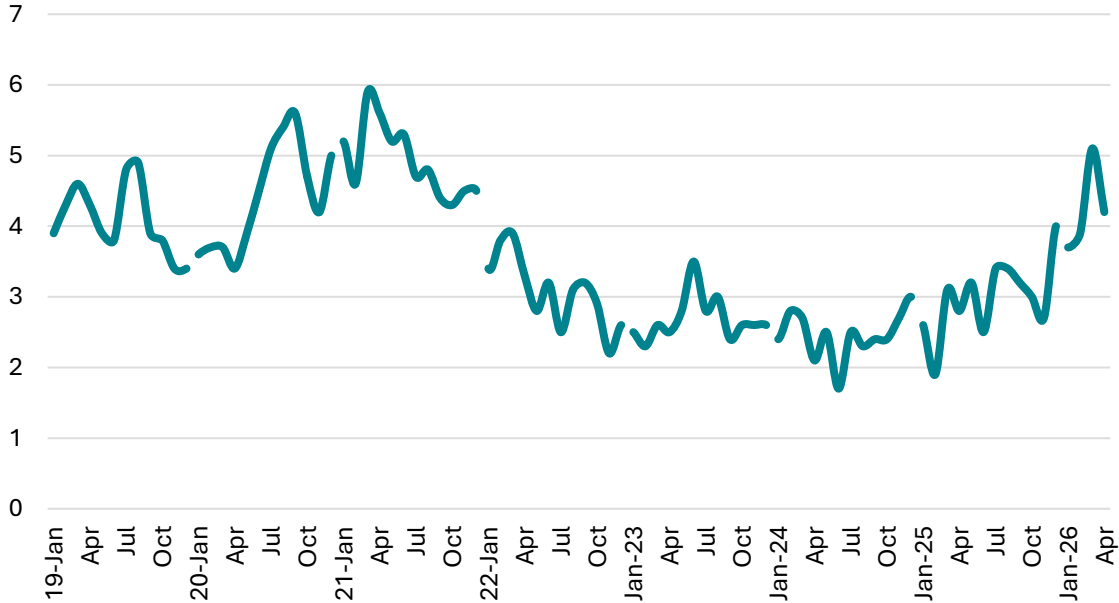
Auction volume rebounded modestly in April following an atypically soft March. Dealership retail sales pulled back from March's exceptional performance but still ranked as the second-strongest month in over four years.

	Month-Over-Month	Year-Over-Year	YTD2026 vs. YTD2025
Retail Sales per Rooftop	-0.9 Truck	+1.4 Trucks	+1.6 Trucks
Wholesale Sales per Rooftop	+0.3 Truck	-0.3 Truck	-0.1 Truck
Auction Volume	+21.0%	+7.6%	-1.4%

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



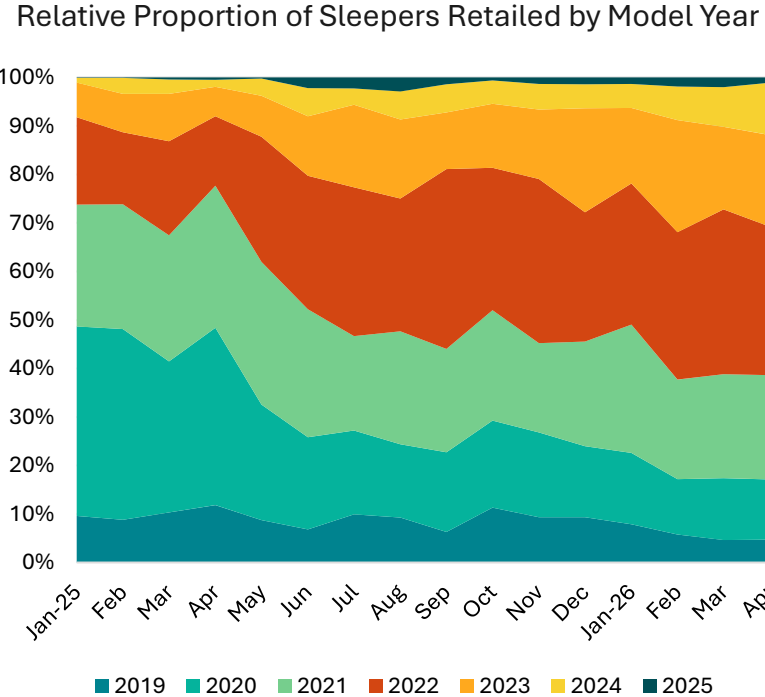
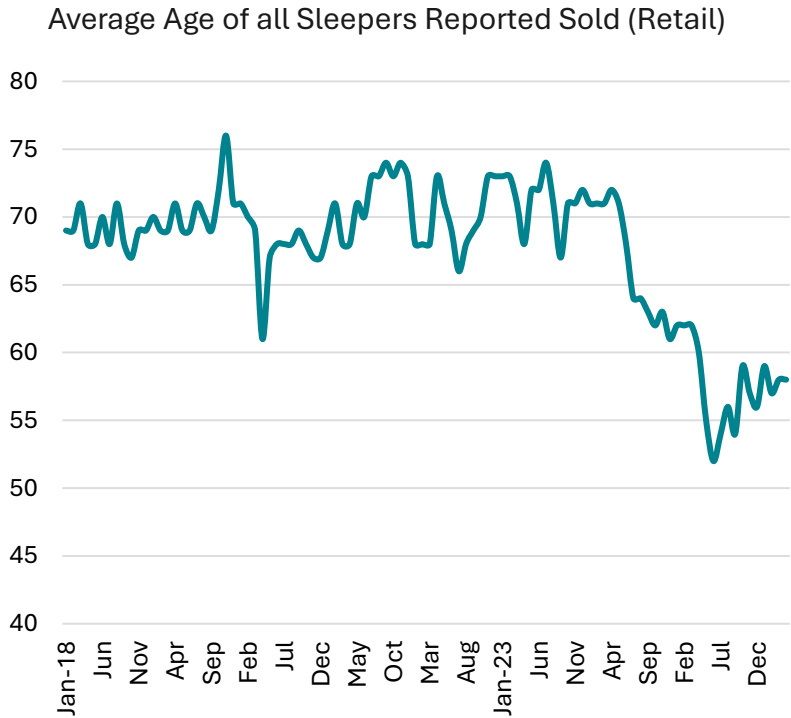
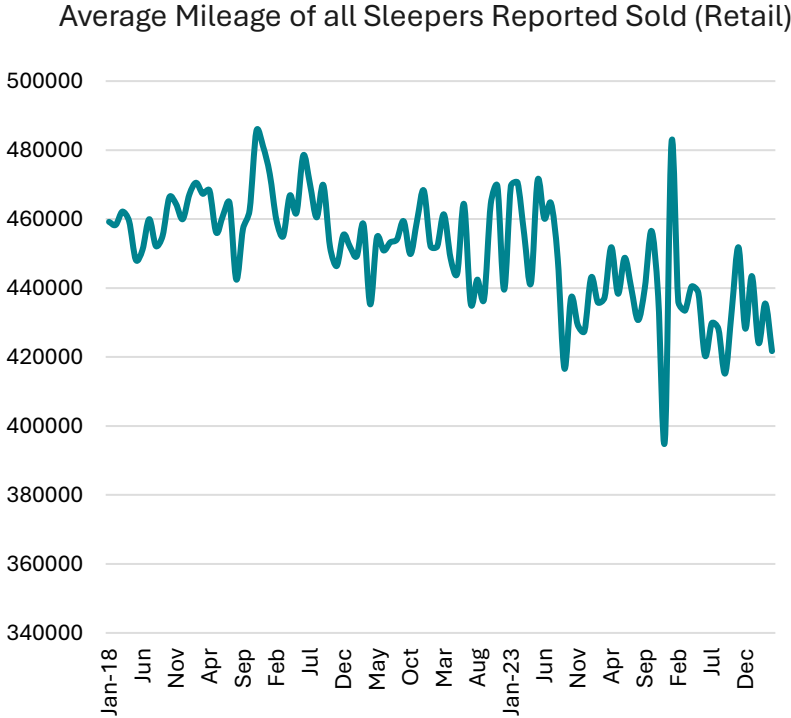
Sales per Dealership Rooftop



# RETAIL METRICS

Retail truck age is stabilizing near 58 months — a full year younger than the long-term average — as waning retail demand for trucks older than five years becomes an entrenched market pattern.

	Month-Over-Month	Year-Over-Year	YTD2026 vs. YTD2025	Vs. Long-Term (Pre-2020) Trend
Average Age	Unchanged	-2 Months	-4 Months	-12 Months
Average Mileage	-3.2%	-4.3%	-3.8%	-11.6%



# SUMMARY

Used truck pricing has historically tracked freight spot rate movement, at least directionally, and both metrics began turning positive in Q4 of last year with momentum building through Q1 of this year. The spot market's strength is a supply-side phenomenon driven by structural factors rather than a demand-driven freight volume surge. Sustained rate improvement, healthy retail sales, and stable pricing collectively signal that the used truck market has cycled back into positive territory, notwithstanding ongoing risks from tariff volatility, fuel cost pressures, and policy uncertainty.

*This monthly update is a broad and general sample of JD 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.*