Commercial Truck Guidelines

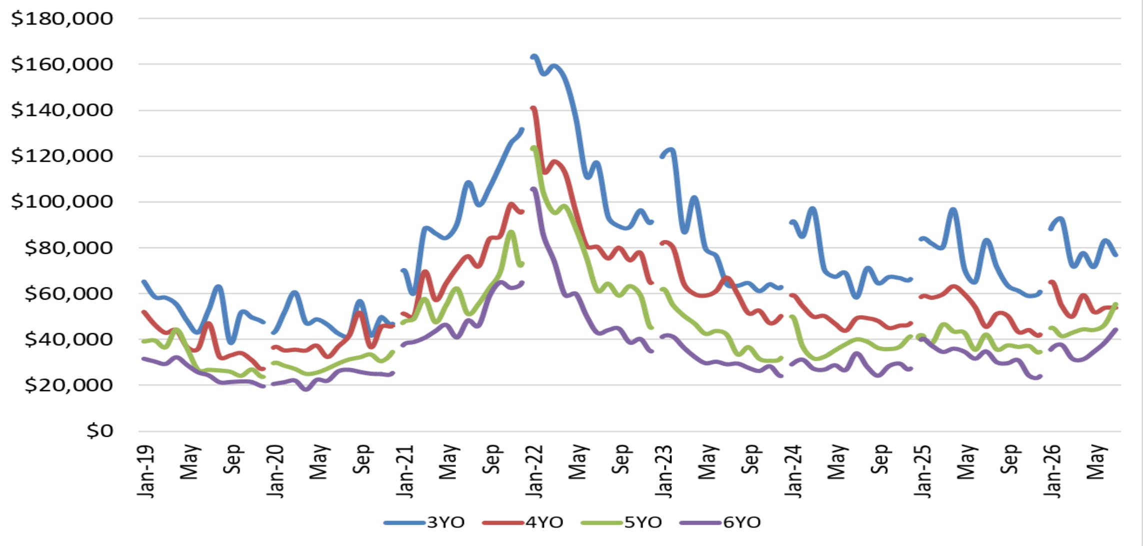
August 2026 Market Update

SELLING PRICES

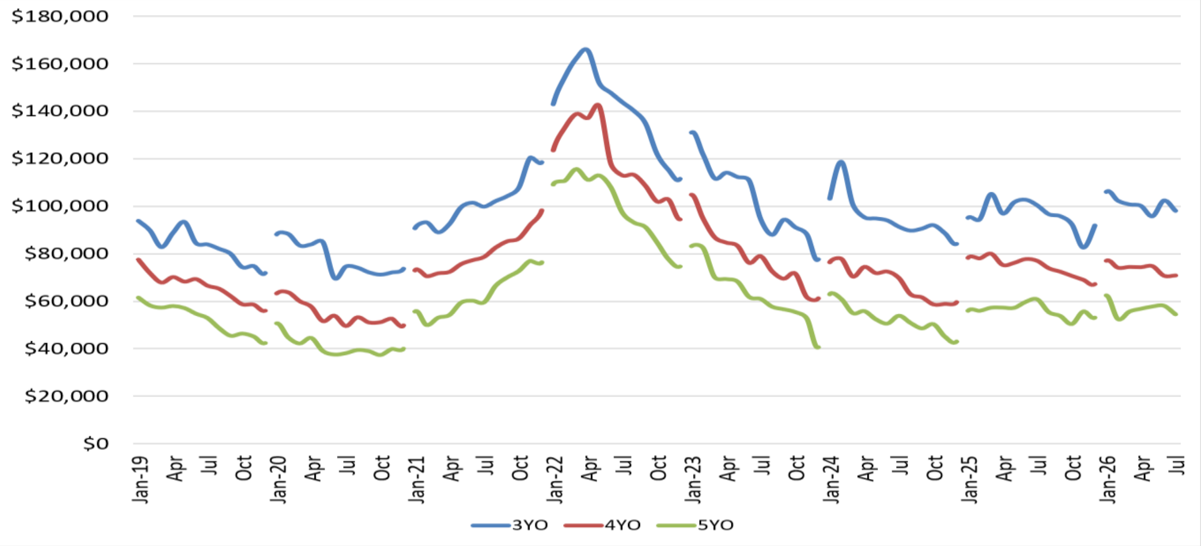
Wholesale and retail pricing dipped in July, but average depreciation in recent months has been negligible.

	Month-Over-Month	Year-Over-Year	YTD2026 vs. YTD2025	Avg. Monthly Depreciation – YTD2026	6/2026 vs. Late 2018/early 2019	6/2026 vs. late 2019
Retail Selling Prices	-3.4%	-6.2%	-1.4%	-0.9%	+1.4% (nominal) -23.5% (real)	+26.8% (nominal) -2.4% (real)
Wholesale Selling Prices	-1.8%	+3.9%	+3.5%	-0.1%	+46.9% (nominal) +10.5% (real)	+63.2% (nominal) +25.6% (real)
Auction Selling Prices	+3.7%	+11.9%	+0.5%	+1.0%	+30.5% (nominal) -1.6% (real)	+82.9% (nominal) +40.7% (real)

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



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

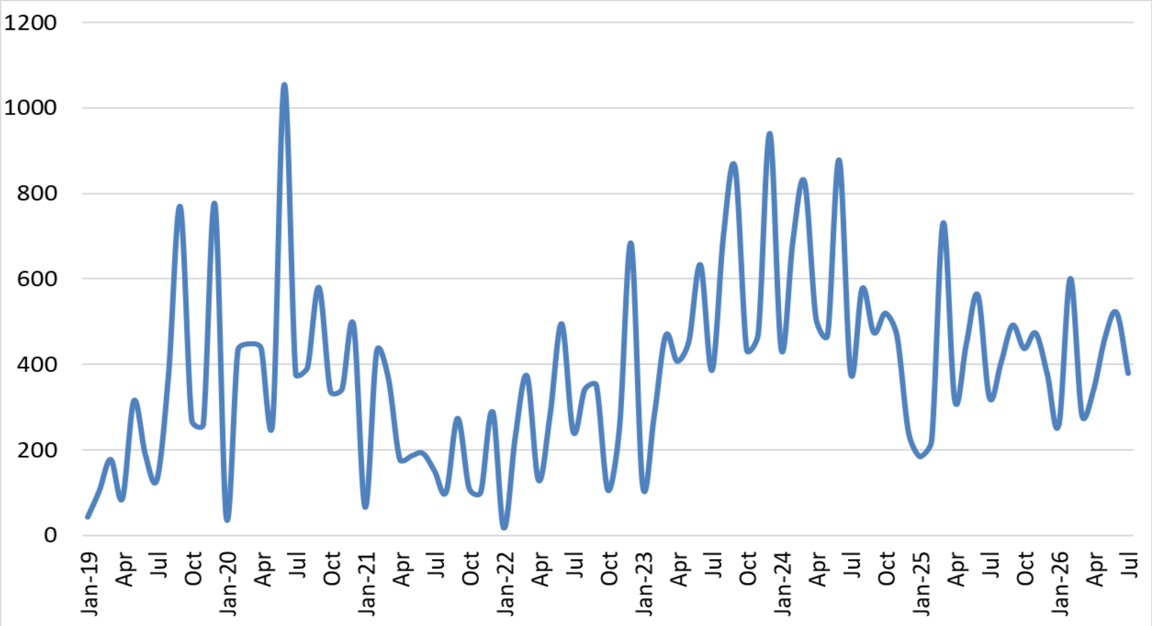


SALES VOLUME

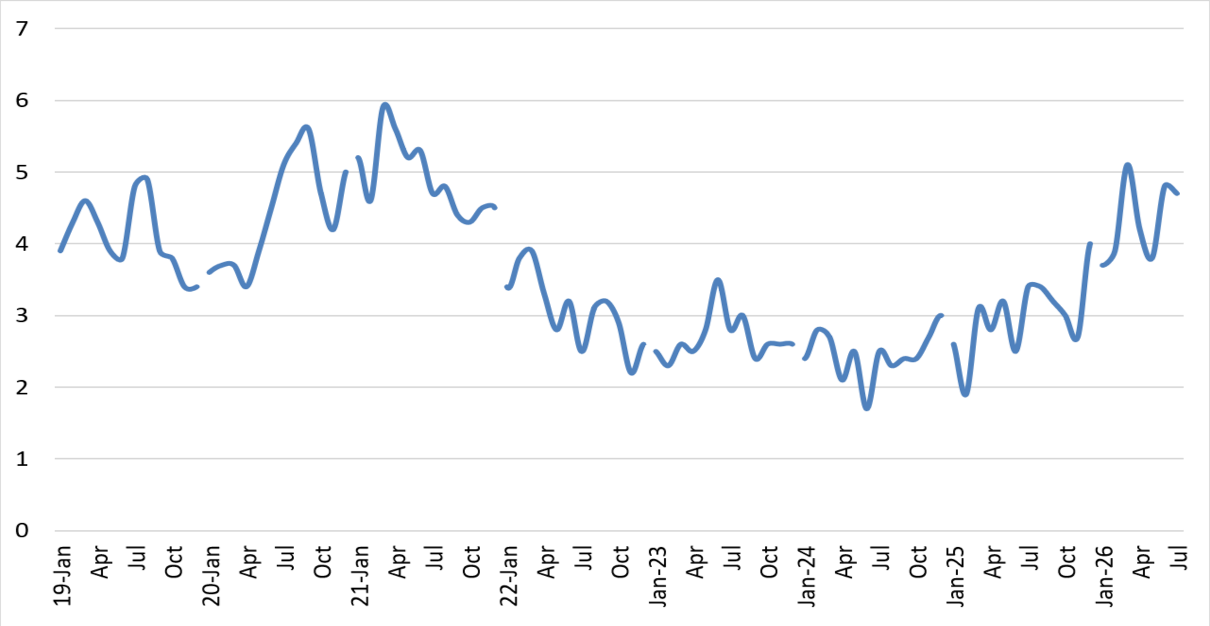
In July, retail sales per rooftop were once again close to the long-term historical trend. Combined with healthy pricing, it is clear the post-covid hangover is fading in the rear-view mirror.

	Month-Over-Month	Year-Over-Year	YTD2026 vs. YTD2025
Retail Sales per Rooftop	-0.1 Truck	+1.7 Trucks	+1.5 Trucks
Wholesale Sales per Rooftop	-0.5 Truck	-0.1 Truck	-0.1 Truck
Auction Volume	-27.3%	+17.7%	+0.3%

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



Sales per Dealership Rooftop

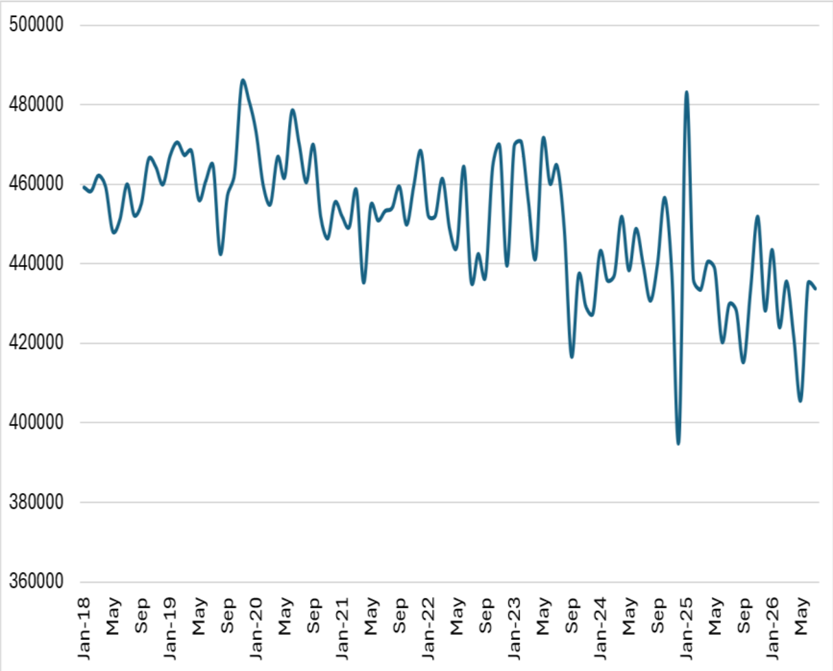


RETAIL METRICS

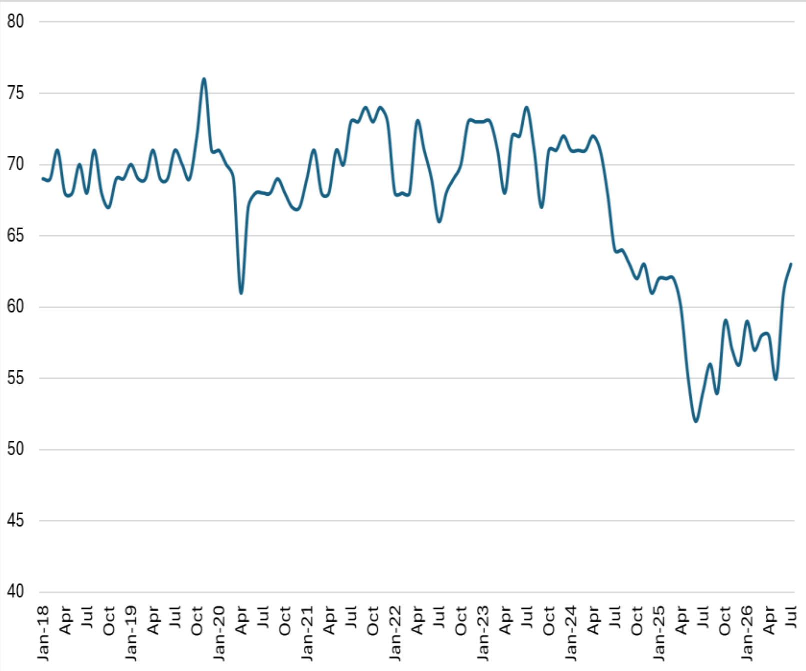
Despite overall truck mileage declining month-over-month, late-model vehicles sold in July showed the opposite trend—higher mileage at a time when buyers favor low-mileage trucks.

	Month-Over-Month	Year-Over-Year	YTD2026 vs. YTD2025	Vs. Long-Term (Pre-2020) Trend
Average Age	+2 Months	+9 Months	Unchanged	-7 Months
Average Mileage	-0.3%	+0.9%	-2.7%	-11.1%

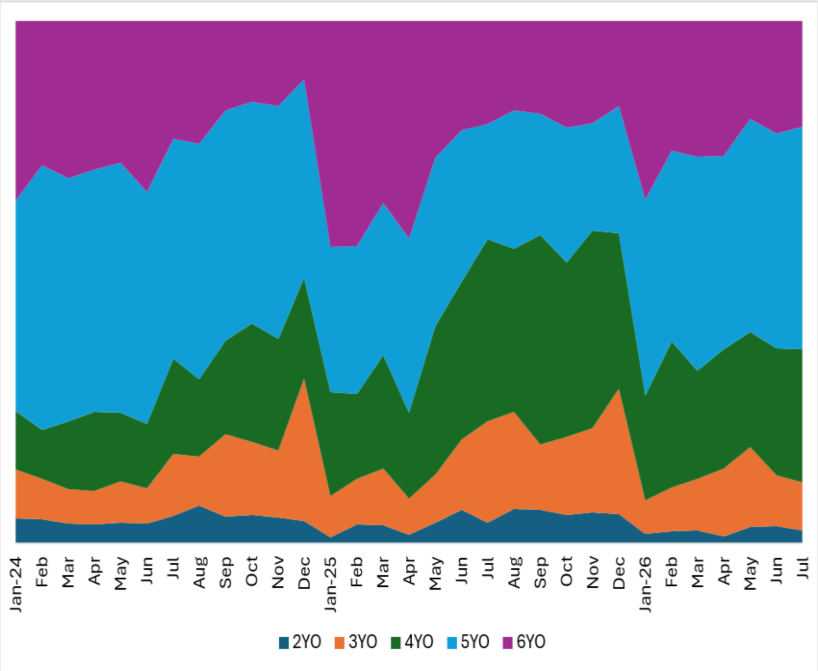
Average Mileage of all Sleepers Reported Sold (Retail)



Average Age of all Sleepers Reported Sold (Retail)



Relative Proportion of Sleepers Retailed by Age



SUMMARY

In July, new Class 8 deliveries finally increased to a level considered historically typical. Until this month, deliveries lagged orders to an unusual degree. Increased clarity regarding emissions requirements and associated price increases is encouraging fleets to take delivery of trucks ordered late last year and earlier this year.

With freight volume still limited, increased new truck deliveries means increased trades and downward pressure on used truck values. The capacity crunch is driven by a shortage of drivers, not trucks.

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, visit our website at jdpowervalues.com or download our MarketValues app.