Commercial Truck Guidelines

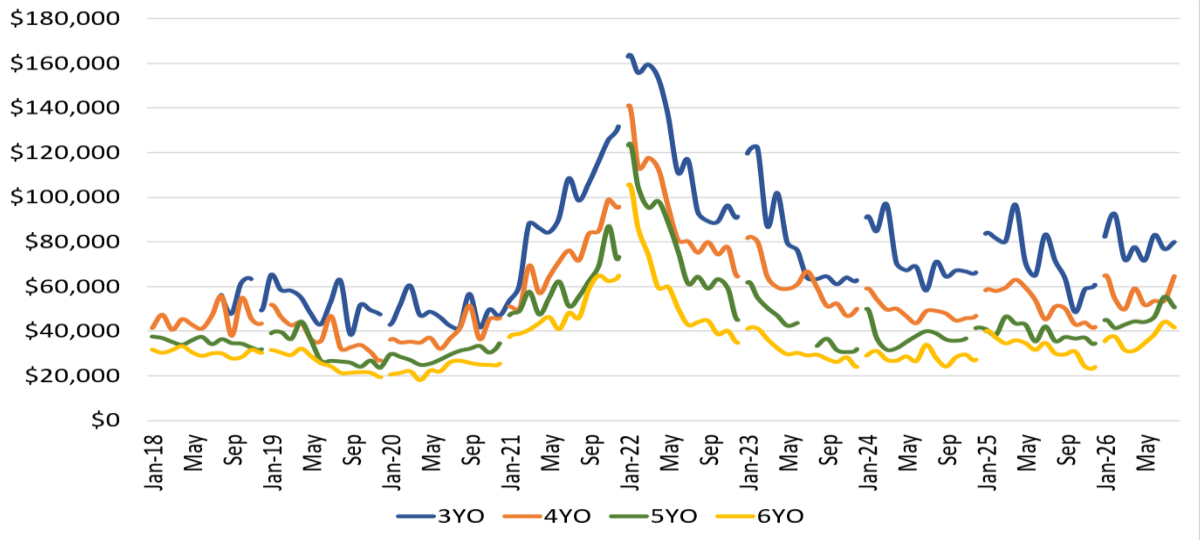
September 2026 Market Update

SELLING PRICES

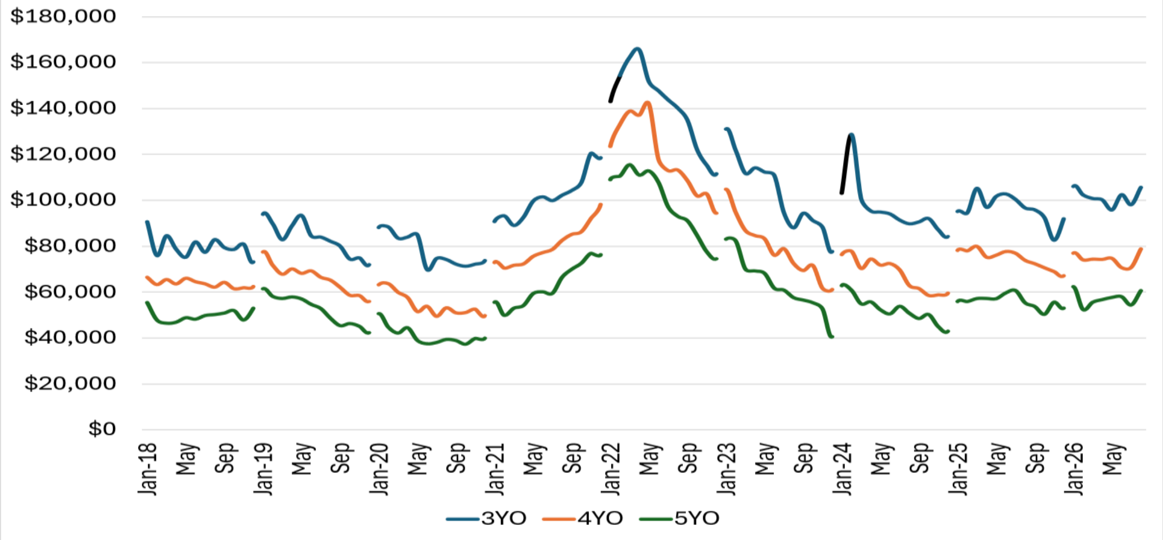
August's monthly averages were artificially inflated by an anomalous mix of high-priced owner-operator trucks in our sales data. Pricing for individual trucks was generally unchanged from July.

	Month-Over-Month	Year-Over-Year	YTD2026 vs. YTD2025	Avg. Monthly Depreciation – YTD2026	8/2026 vs. Late 2018/early 2019	8/2026 vs. late 2019
Retail Selling Prices	+9.8%	+8.5%	-0.2%	-0.1%	+14.7% (nominal) -13.8% (real)	+39.2% (nominal) +6.8% (real)
Wholesale Selling Prices	+2.9%	+21.5%	+5.5%	+0.9%	+51.2% (nominal) +13.3% (real)	+67.9% (nominal) +28.8% (real)
Auction Selling Prices	+2.4%	+34.6%	+6.2%	+1.8%	+36.8% (nominal) +3.1% (real)	+105.9% (nominal) +58.5% (real)

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



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

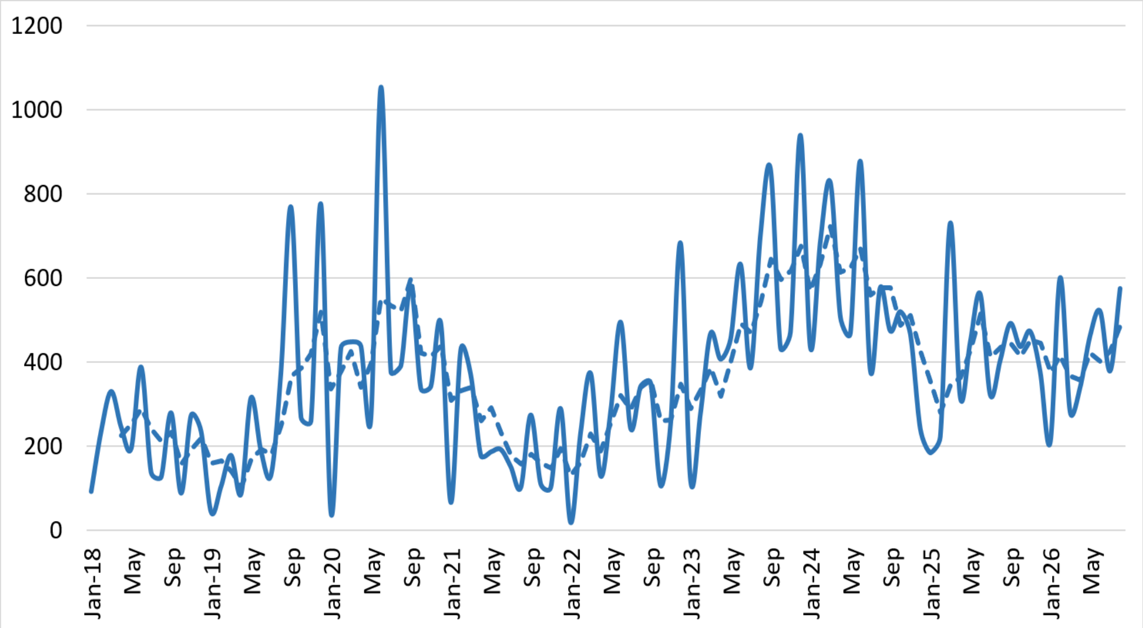


SALES VOLUME

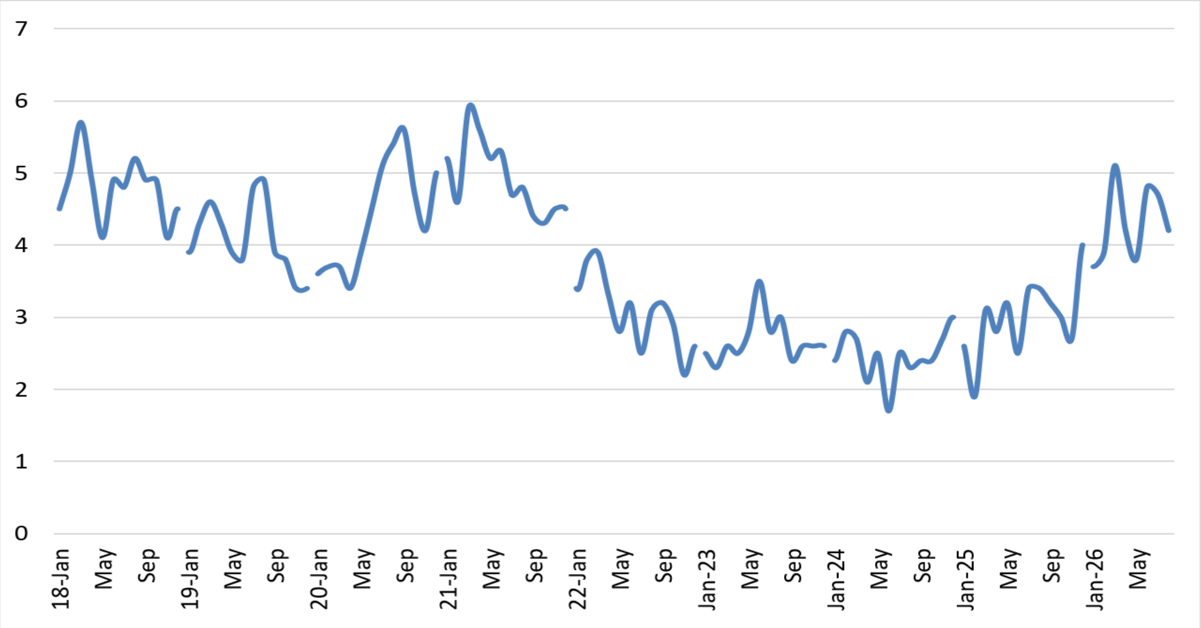
August's sales per rooftop dipped month-over-month, somewhat surprising for a typically strong month. This result reinforces that the capacity crunch is driver-based, not equipment-based.

	Month-Over-Month	Year-Over-Year	YTD2026 vs. YTD2025
Retail Sales per Rooftop	-0.5 Truck	-0.8Trucks	+1.5 Trucks
Wholesale Sales per Rooftop	-0.1 Truck	-0.8 Truck	-0.1 Truck
Auction Volume	+51.7%	+42.3%	+5.5%

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



Sales per Dealership Rooftop

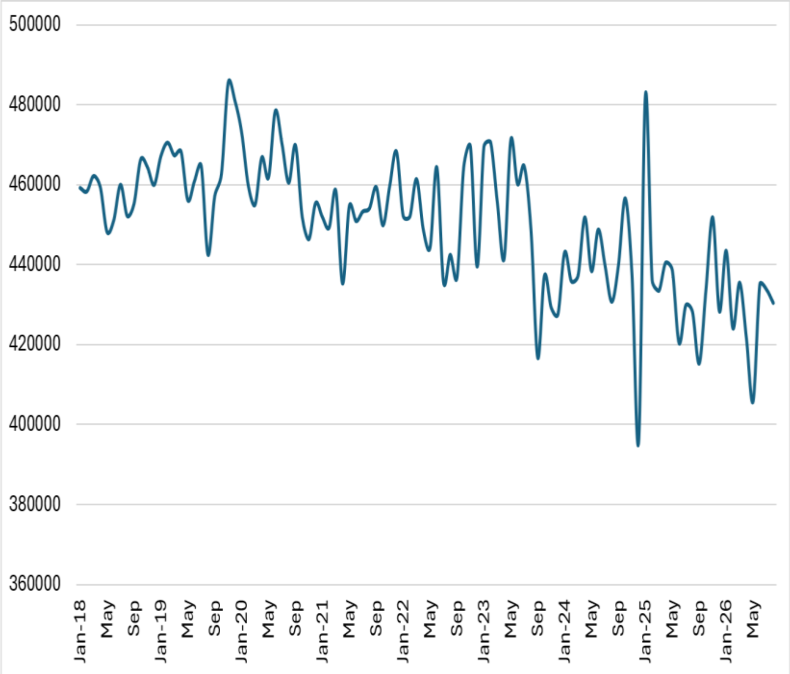


RETAIL METRICS

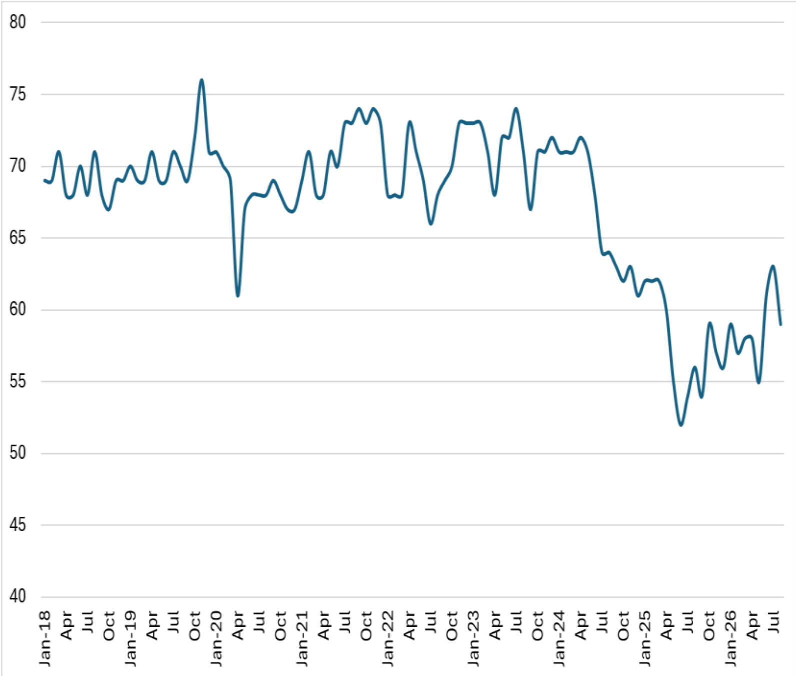
Expect to see more three- to five-year-old sleepers returning on trade as customers take delivery of an increased number of new trucks in upcoming months.

	Month-Over-Month	Year-Over-Year	YTD2026 vs. YTD2025	Vs. Long-Term (Pre-2020) Trend
Average Age	-4 Months	+3 Months	+1 Month	-11 Months
Average Mileage	-0.8%	+0.5%	-2.3%	-12.1%

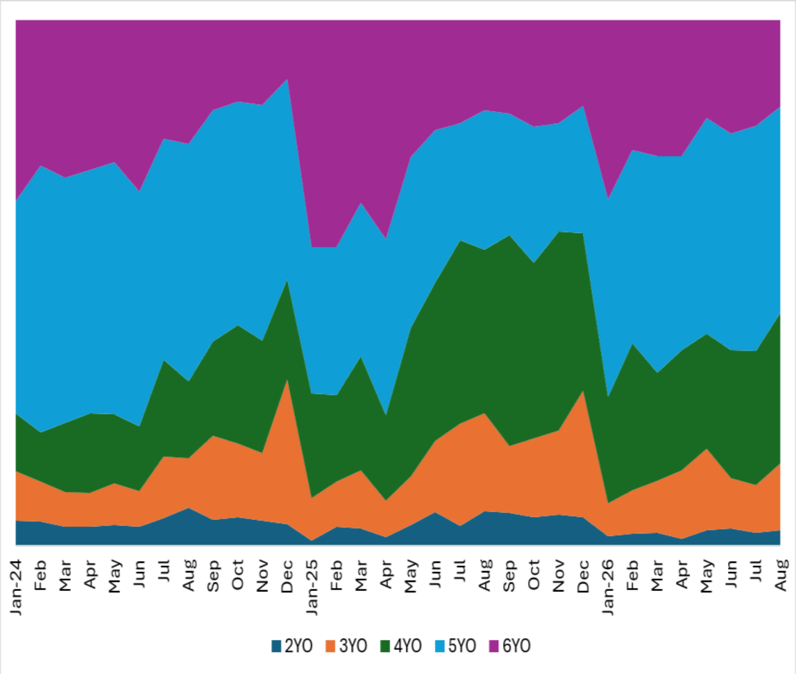
Average Mileage of all Sleepers Reported Sold (Retail)



Average Age of all Sleepers Reported Sold (Retail)



Relative Proportion of Sleepers Retailed by Age



SUMMARY

The 2027 model year has been backloaded, with heavy order volume early in the cycle not translating to proportional deliveries throughout 2026. This positions customers for elevated volumes in the fourth quarter. While cancellations could increase, fleet replacement cycles and driver recruitment needs suggest this scenario is unlikely absent a significant economic pullback.

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.