



Commercial Truck Guidelines

October 2026 Market Update

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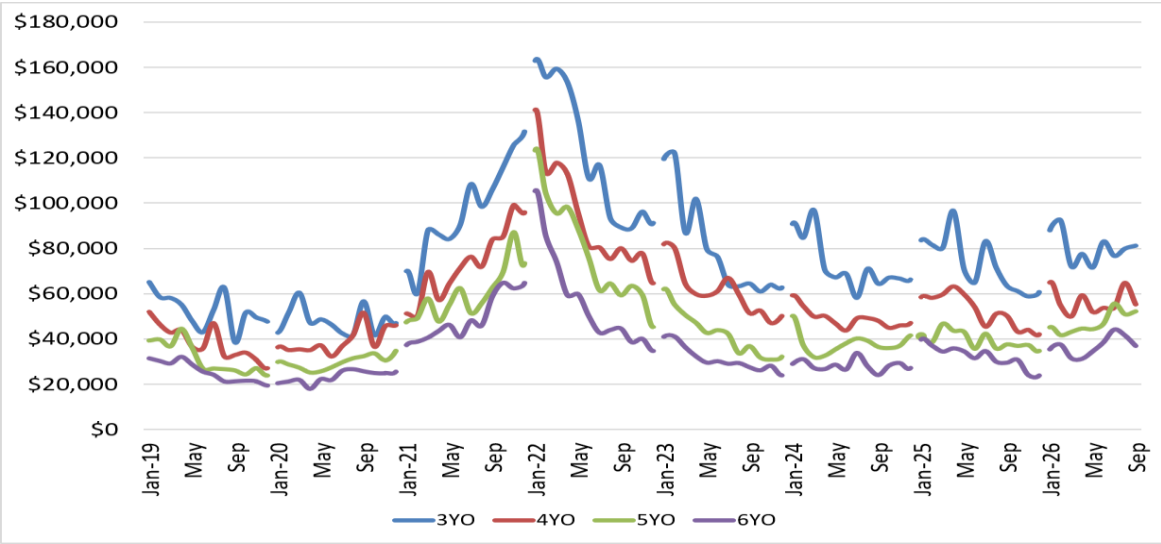
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SELLING PRICES

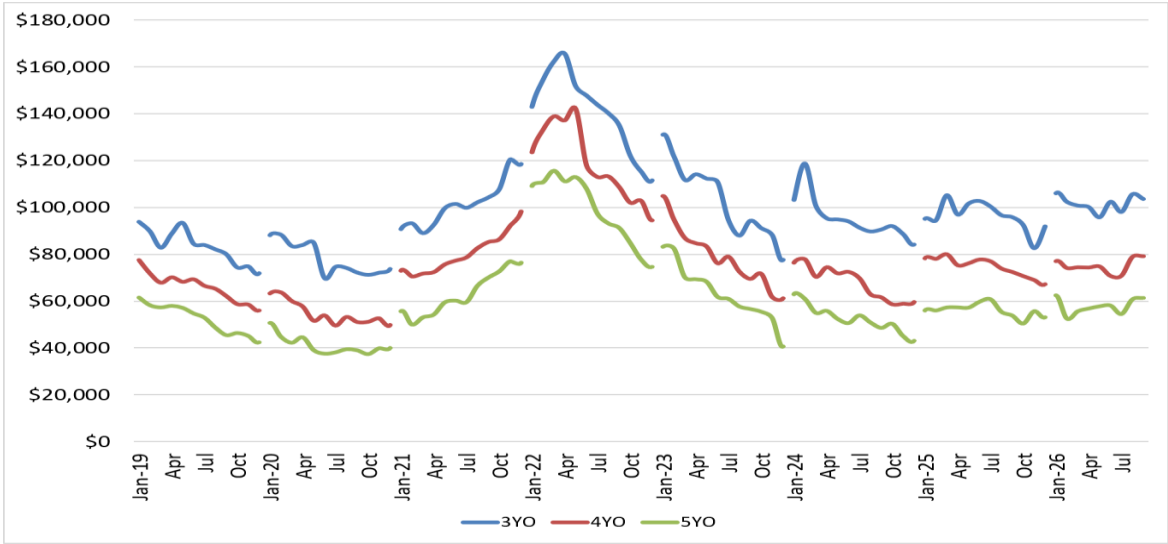
Deeper investigation has determined that last month’s month-over-month increase in pricing was an actual market shift and not due solely to an anomalous mix of specs in our averages. That value increase held through September.

	Month-Over-Month	Year-Over-Year	YTD2026 vs. YTD2025	Avg. Monthly Depreciation – YTD2026	9/2026 vs. Late 2018/early 2019	9/2026 vs. late 2019
Retail Selling Prices	-0.5%	+9.9%	+0.8%	+0.1%	+10.8% (nominal) -17.2% (real)	+38.5% (nominal) +5.7% (real)
Wholesale Selling Prices	-3.4%	+5.2%	+5.5%	Flat	+46.0% (nominal) +8.9% (real)	+62.2% (nominal) +23.7% (real)
Auction Selling Prices	-4.9%	+24.8%	+5.6%	+1.4%	+29.6% (nominal) +3.4% (real)	+79.2% (nominal) +36.6% (real)

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



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

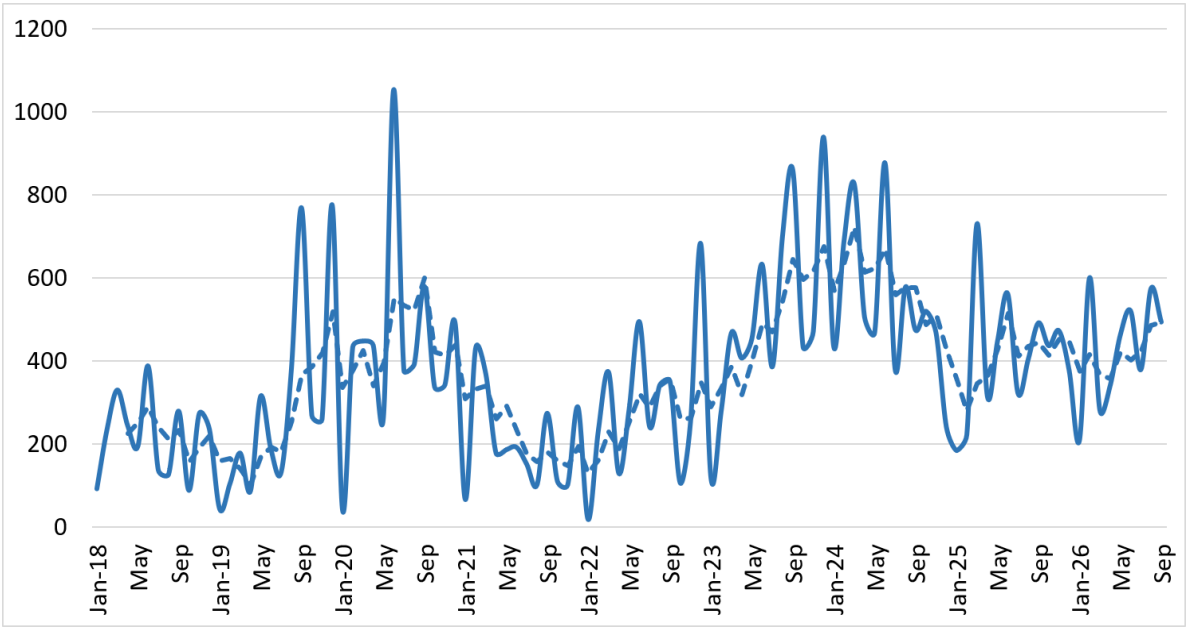


SALES VOLUME

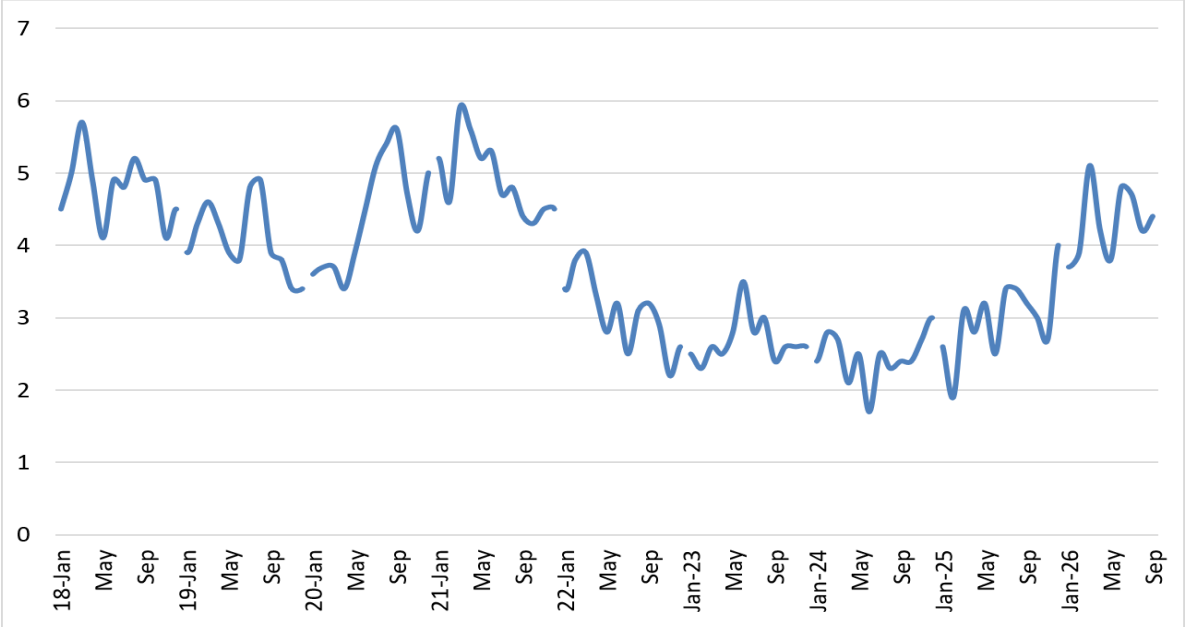
Monthly retail sales volume has stabilized at roughly 4.5 trucks this year. That figure is lower than the long-term average, but much healthier than the preceding four years.

	Month-Over-Month	Year-Over-Year	YTD 2026 vs. YTD 2025
Retail Sales per Rooftop	+0.2 Truck	+1.2 Trucks	+1.4 Trucks
Wholesale Sales per Rooftop	+0.1 Truck	-0.5 Truck	-0.3 Truck
Auction Volume	-14.1%	Unchanged	+4.9%

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



Sales per Dealership Rooftop

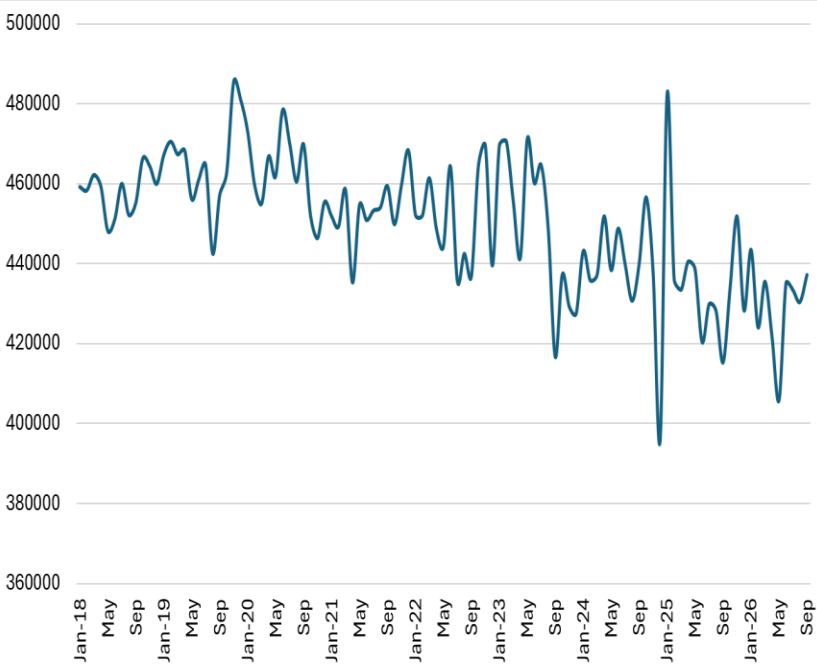


RETAIL METRICS

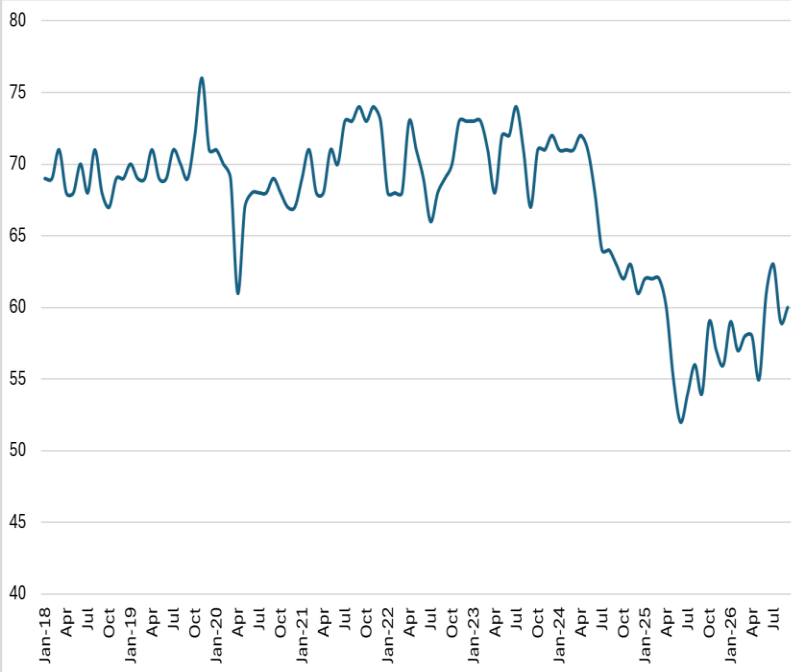
Expect to see more three- to five-year-old sleepers returning on trade as deliveries catch up with orders.

	Month-Over-Month	Year-Over-Year	YTD2026 vs. YTD2025	Vs. Long-Term (Pre-2020) Trend
Average Age	+1 Month	+6 Months	+1 Month	-10 Months
Average Mileage	+1.6%	+5.3%	+0.2%	-10.4%

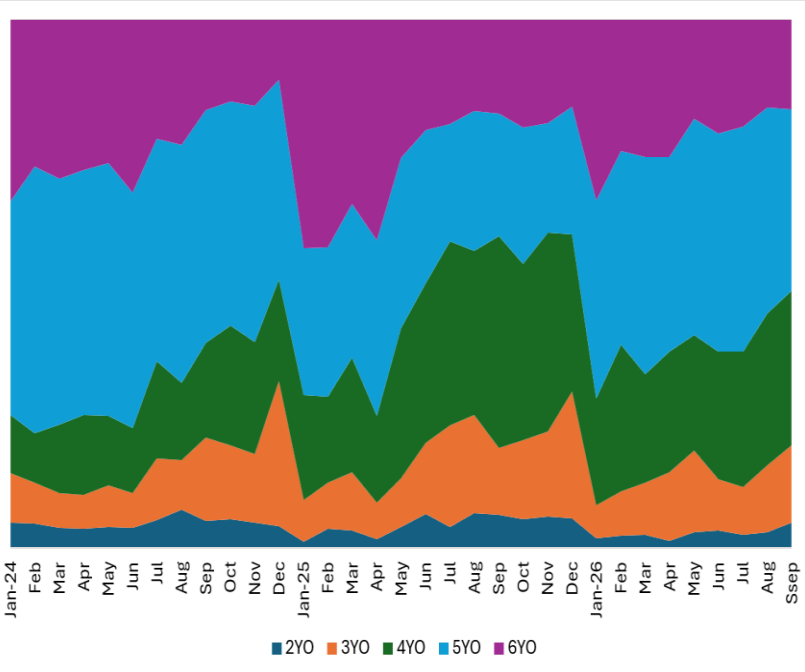
Average Mileage of all Sleepers Reported Sold (Retail)



Average Age of all Sleepers Reported Sold (Retail)



Relative Proportion of Sleepers Retailed by Age



SUMMARY

Used sleeper tractor pricing increased in late summer. More new drivers entering the industry needed clean used trucks at a time when inventory was tight. Pricing held firm in September, indicating conditions did not change appreciably. Capacity utilization is at a high level, which should mitigate the value implications of increased trade-ins in upcoming months.

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.