MOTLEYS
AUCTIONEERS • BROKERS

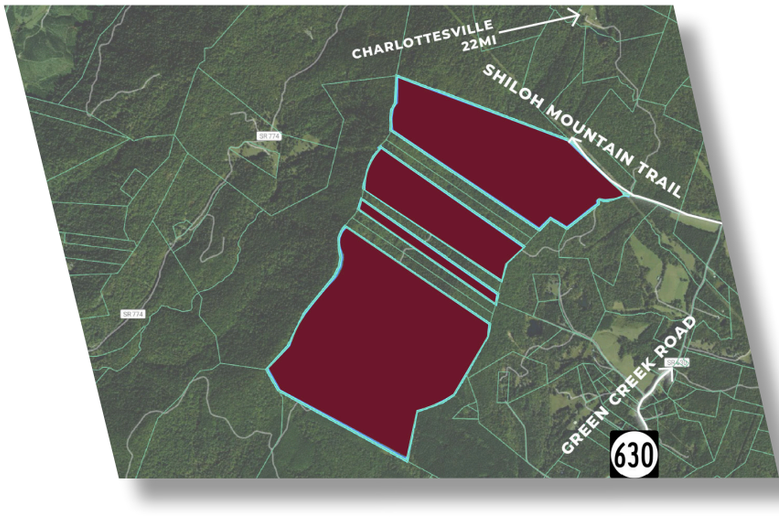


MARKET REPORT





2026



SALES REPORT AND MARKET INSIGHT

Current Construction Equipment & Truck Marketplace:

Aggregated data indicates:

Heavy trucks and trailers: prices firming.

- Used day cab and sleeper inventory was down 36% year over year in September, the 10th straight monthly drop.
- Truck auction values are up ~4%, led by sleepers (+6.7%), and reefer trailer auction values are up 21.9%

Construction equipment: soft now, but expected to rebound.

- Asking values have fallen five months in a row.
- Auction values are down 2.8% year over year, with dozer values down 3.2%. Forklift auction values are down 4.8% (cushion-tire models down 13.7%).

Recent Motleys **Industrial Sales**

CNC Machining & Fabrication Equipment | American Machine Co. | Richmond, VA

After closing the doors, Motleys Industrial was selected to sell American Machine Company's inventory of late model CNC machinery and tooling to the highest bidder.

Results:

- 300+ Registered Bidders
  - ◊ 30 States & Territories
  - ◊ 9 Countries
- 142 Registrants (47%) Were Virginia-Based



Haas VF-7/40 CNC VMC



Haas VF-4SS CNC VMC Loader

Construction & Trucks | William A. Hazel, Inc. | Winchester, VA

After acquiring Perry Engineering, William A. Hazel, Inc. sold its surplus equipment and trucks at auction. Hazel took proposals from several of the nation's largest auction firms and chose a joint venture between Motleys Industrial and Blue Ridge Iron.

Results:

- 978 Registered Bidders
  - ◊ 44 States & Territories
  - ◊ 13 Countries

> *"Their team quickly understood our objectives and developed a targeted auction strategy that helped us achieve both our strategic and financial goals. The results exceeded our expectations, particularly in terms of global and local reach and buyer participation."*
>
> **John Roddy, CEO**
> William A. Hazel, Inc.



2005 Cat 815F Padfoot Compactor



2006 Cat 963C Crawler Loader

More Recent Sales:







Current Residential Real Estate Marketplace:

The latest data indicates:

Higher mortgage rates are slowing the market.
After the Federal Reserve raised its benchmark rate in September, 30-year mortgage rates peaked at 7.40% in mid-October, putting pressure on buyers and affordability.

Home prices are holding, but sales remain slow. Existing-home sales fell 2.2% year over year, while the median price rose 1.3% to $417,500 in September. More sellers are cutting prices, and builders are offering discounts.

Looking ahead to 2027: Sales are expected to stay near current levels, with prices rising 0–2%. A recovery depends on inflation and borrowing costs easing.

Recent Motleys

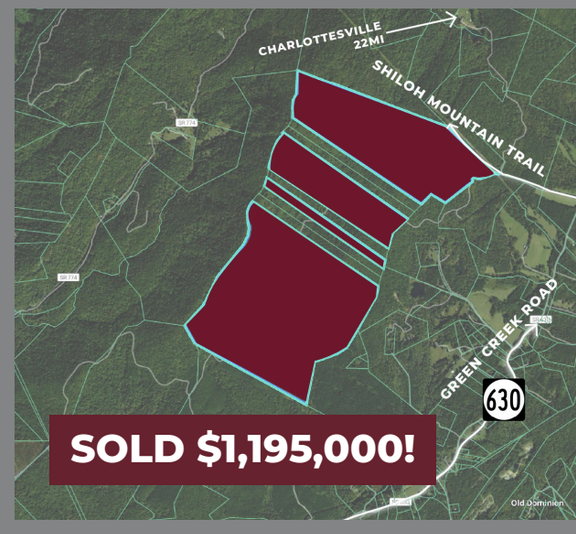
Homes & Land Sales

704± Total AC | 4 Tracts | Albemarle County, VA

A repeat client came to Motleys to sell 4 tracts of land nestled near Charlottesville, VA. The Motleys team developed an extensive & highly targeted marketing campaign to reach the right buyers.

Results:

- 4 buyers from multiple states
- Sold above expected value despite a conservation easement



> *"Motleys provided the reach and visibility necessary to attract the right buyers quickly. If you are looking for a dedicated professional who brings both market savvy and a personal touch to the table, I cannot recommend Motleys highly enough."*
>
> **Angela D. Speight**

3.2± Acres | 3,470 SF | Stafford County, VA

A homeowner and his wife came to Motleys when they decided to downsize. Their beautiful home offered direct access to Potomac Creek, and the Motleys team built a highly customized campaign targeting specific geographies to reach the right buyers.

Results:

- 110+ inquiries and 45 showings
- Location and amenities outweighed deferred maintenance – buyer plans to operate it as an Airbnb



More Recent Sales:







Current Commercial Real Estate Marketplace:

Market report shows:

Financing remains the biggest challenge. High interest rates and billions in loans maturing in 2027 may push some owners to sell, creating opportunities for buyers.

- **Industrial:** Strong demand and solid performance
- **Retail:** Low vacancy and steady demand
- **Multifamily:** Vacancy and rents improving
- **Office:** Older buildings continue to struggle

Motleys gets results across all market types.

Recent Motleys

Commercial Sales

4,781± SF Flex Warehouse | Lorton, VA



A noteholder engaged Motleys to auction a foreclosed commercial property in Lorton, a sought-after Fairfax County market.

Results:

- Online and onsite bidder presence – 25 bids placed
- Sold 23% above appraisal
- Additional business received from the pleased noteholder

4.9± Acre Buildable Commercial Lot | North Chesterfield, VA



A local real estate agent was representing a Real Estate Investment Trust that had spent 10 years trying to sell a property in North Chesterfield. Knowing Motleys could help, the agent made the call.

> *"I have found Motleys to be a valuable resource in selling land that otherwise has not sold after repeated unsuccessful attempts to market the property. Motleys unique online capability and extensive contact list has proved successful for my clients. I recommend Motleys for such occasions."*

David Smith, Senior Vice President
Thalhimer

30.09± AC Mixed-Use Development Site | Front Royal, VA



A bank's Chief Credit Officer called on Motleys to auction a challenging property in Front Royal. The site was a former Superfund site, and the debtor was uncooperative throughout the process. Despite those obstacles, the Motleys team carried out the auction process, making it a huge success.

> *"The Motleys team were professional, responsive, and easy to work with throughout the process. They kept us informed, handled the details well, and helped make what could have been a difficult process very straightforward."*

Raleigh E. Hayter, SVP/Chief Credit Officer
The First Bank and Trust Company

Current Foreclosure Marketplace:

Aggregated available data shows:

Foreclosures are rising, but this is not another 2008 crisis. In August 2026, 40,277 U.S. properties had foreclosure filings, up 13% year over year, and lender repossessions rose 42%, though activity remains below historical levels. Higher living costs, insurance, and borrowing expenses are making it harder for homeowners to keep up with payments.

Looking ahead to 2027: Commercial real estate faces a refinancing peak, with an estimated $650 billion to $1.26 trillion in loans coming due (MBA, S&P Global). Many were made when rates were far lower, and lenders are offering fewer extensions. Residential foreclosures may also keep rising if household costs stay high.

- **Lenders:** Auction gives a firm, transparent timeline to resolve defaulted notes and recover value.
- **Sellers:** Selling before foreclosure may help owners preserve equity.
- **Buyers:** More distressed sales could mean more chances to buy at auction or from lenders.

Recent Motleys Foreclosure Sales

4 Properties | Powhatan, Glen Allen & Maidens, VA

A bank called on Motleys to handle a complex foreclosure involving four new construction homes, each at a different stage of completion, from a local builder in financial distress. The Motleys team used its award-winning marketing to create and carry out a campaign that brought prices well above what the bank required.

Results:

- 38 Bidders Online & Onsite
- Far exceeded the bank's reserve



> *"For any bank, lender, or financial institution evaluating foreclosure auction services, I believe Motleys sets the standard. They did not simply market a property and wait for bids; they developed and executed a comprehensive disposition strategy designed to maximize value and attract qualified purchasers. Their efforts resulted in a faster, more competitive, and more profitable outcome than I believe would have been achieved through any other sales method."*
>
> **Gaile S. Binder, Senior Vice President**
> United Bank



Contact Us Today!



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