

# MARKET CONDITIONS UPDATE

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WEEK OF JANUARY 6<sup>th</sup> – JANUARY 12<sup>TH</sup> 2025





**FLATBED**



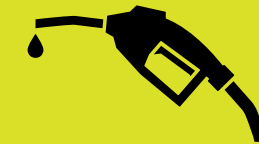
**VAN**



**REEFER**



**FUEL**



# RATE AND CAPACITY TRENDS

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# WEEKLY INSIGHTS

- Capacity tightened across all modes last week due to a slow start back from the holiday and frigid temperatures.
- Spot load posts increased **80%** last week; while Spot truck posts increased **50%** over the same period.
- Rates remain depressed for Flatbed while Van saw a small jump this past week.
- Weather conditions continue to impact capacity and can lead to potential inventory backups.

## FLATBED



- Load to Truck Ratio increased 37% from the prior week resulting in less available capacity.
- Flatbed spot rates decreased 3% from the prior week but are up 1% from last year at this time.

## VAN



- Load to Truck Ratio increased 25% from the prior week resulting in less available capacity.
- Van spot rates were up 4% from the prior week and are up 1% from last year at this time.

## REEFER



- Load to Truck Ratio increased 3% from the prior week resulting in less available capacity
- Reefer spot rates are down 1% from the prior week and are down 2% from last year at this time.

## FUEL



- Fuel prices are up 1% from the prior week but down 7% from last year at this time.

# DAT

## TRENDLINES

### National Spot Rates

Van rates continue to climb



VAN



FLATBED



REEFER

View Trends

#### INDUSTRY TRENDS

#### WEEK

JAN 06 - JAN 12 VS DEC 30 - JAN 05

#### MONTH

DEC 2024 VS NOV 2024

#### YEAR

DEC 2024 VS DEC 2023

Spot Load Posts

+80.0%

+17.3%

+23.3%

Spot Truck Posts

+49.8%

-21.6%

-32.0%

Van Load to Truck

+24.4%

+59.4%

+82.1%

Van Spot Rates

+3.5%

+1.0%

+0.5%

Flatbed Load to Truck

+36.5%

+40.9%

+94.6%

Flatbed Spot Rates

-3.0%

+0.0%

+0.8%

Reefer Load to Truck

+2.9%

+50.4%

+74.8%

Reefer Spot Rates

-1.3%

+0.4%

-1.7%

Fuel Prices

+1.1%

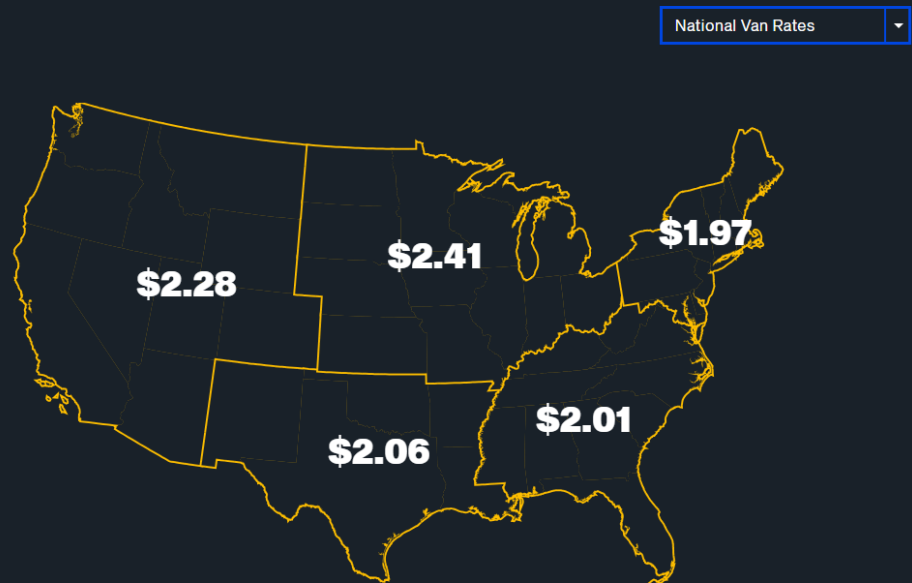
+2.6%

-7.0%

DAT  
FLATBED  
TRENDLINES



# DAT VAN TRENDLINES



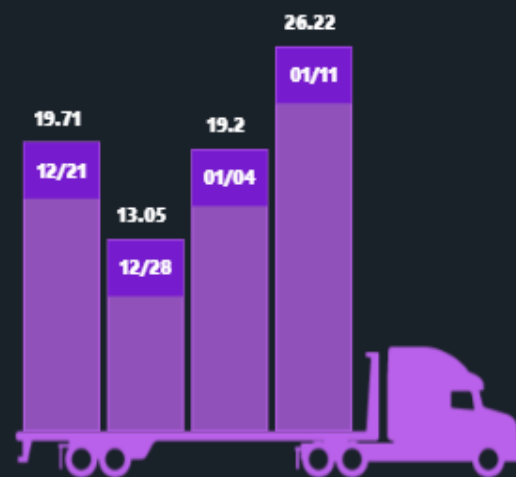
# DAT REEFER TRENDLINES



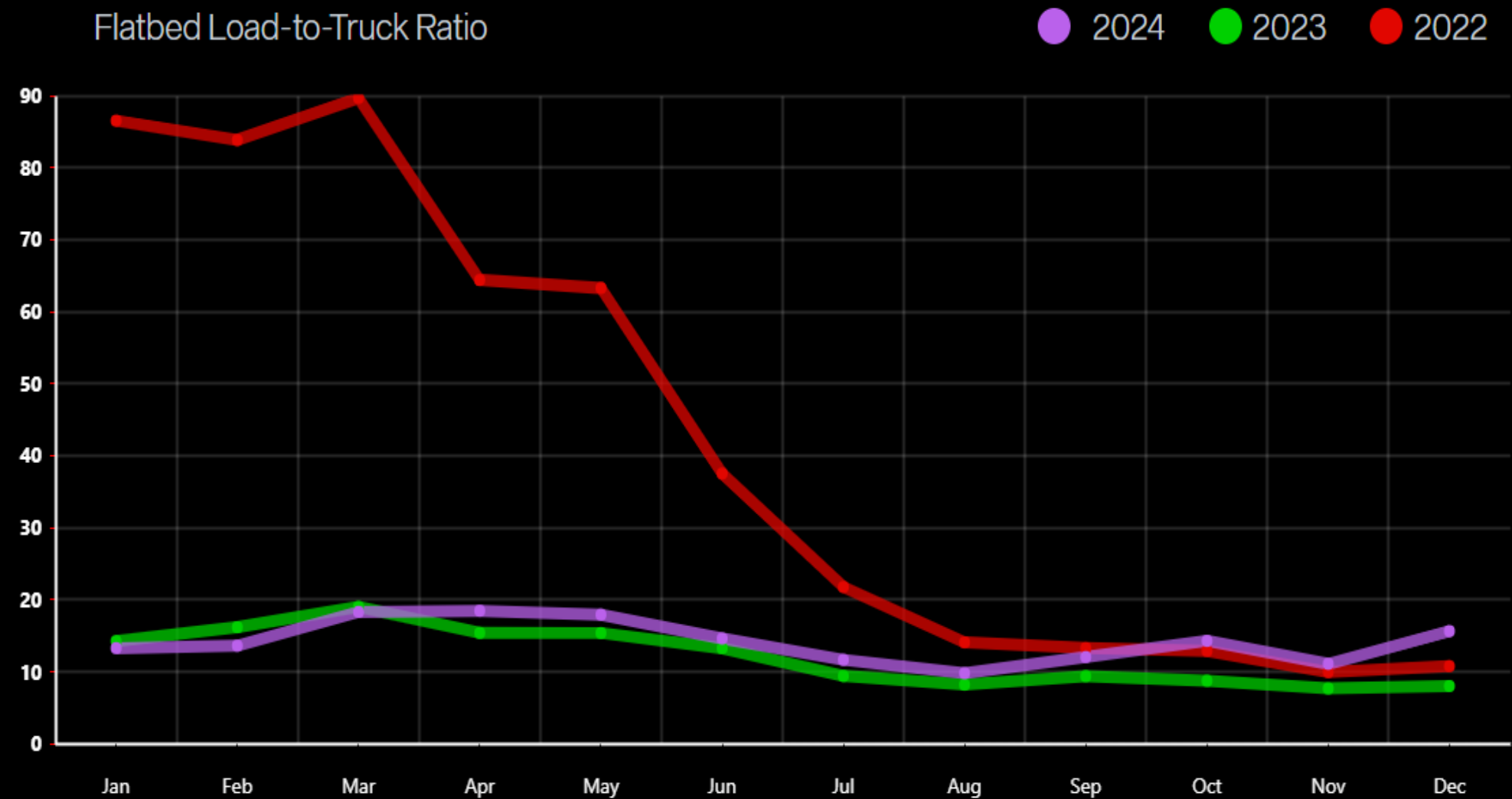
# DAT FLATBED LTT TRENDLINES



## National Load-To-Truck Ratio



Flatbed Load-to-Truck Ratio



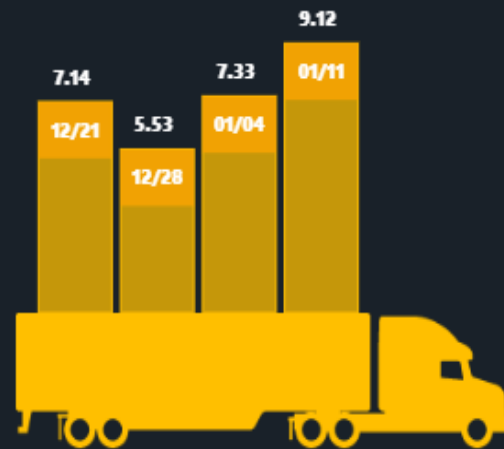


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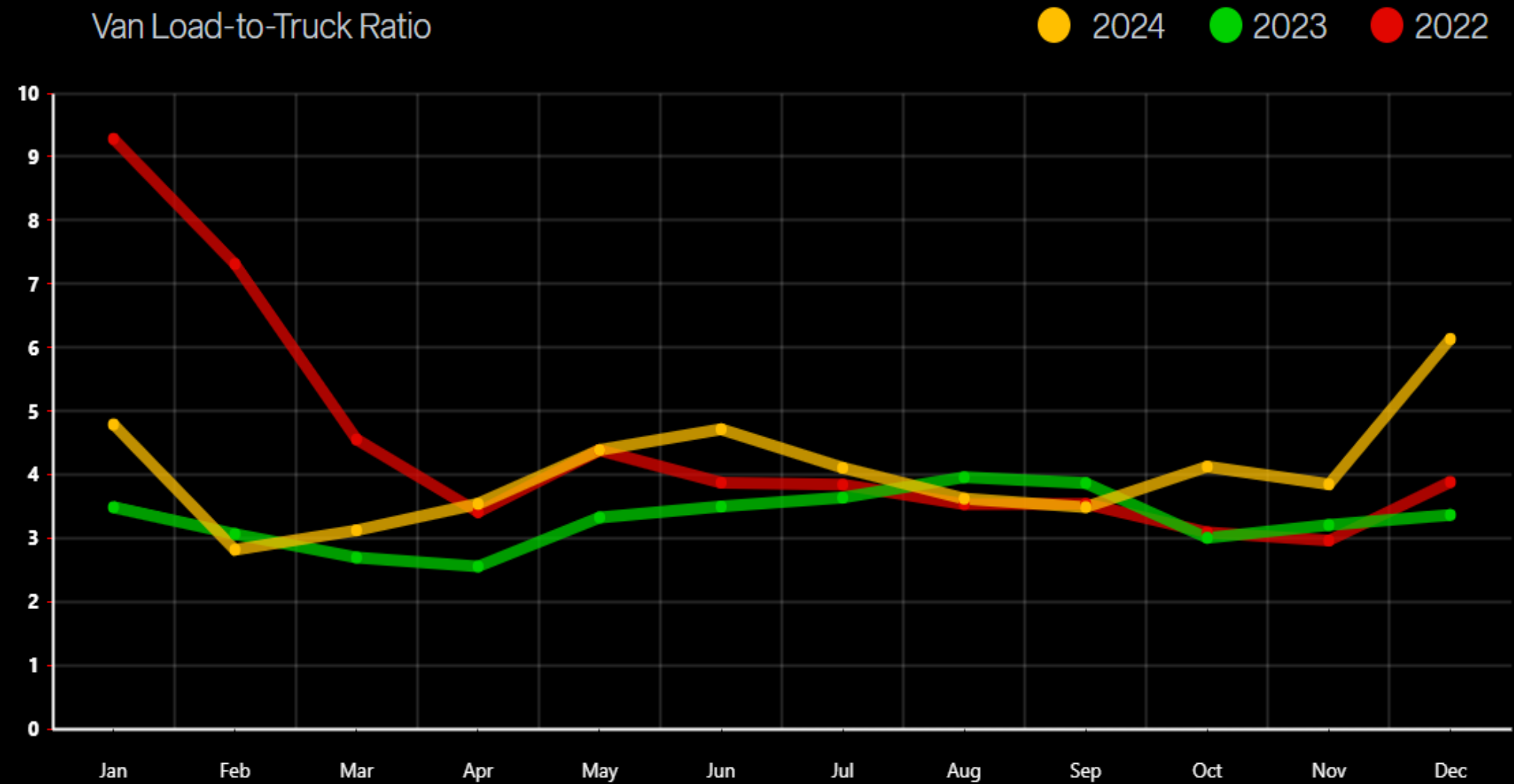
VAN LTT  
TRENDLINES



## National Load-To-Truck Ratio



Van Load-to-Truck Ratio

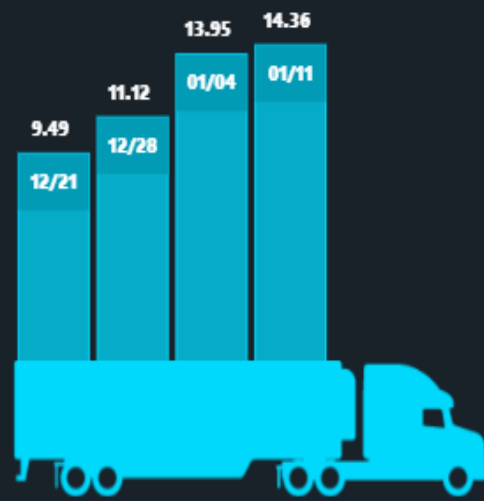


# DAT

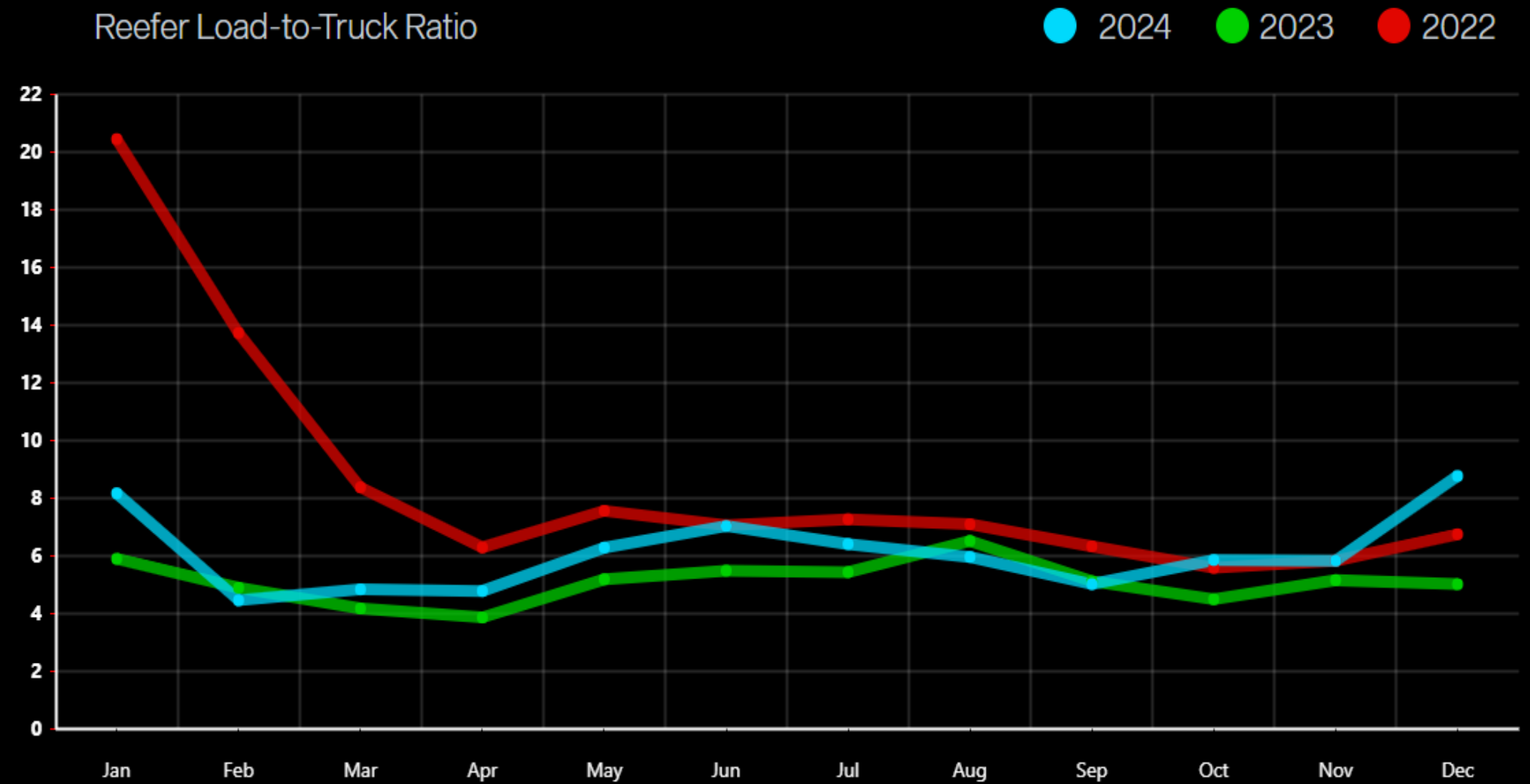
REEFER LTT  
TRENDLINES



## National Load-To-Truck Ratio

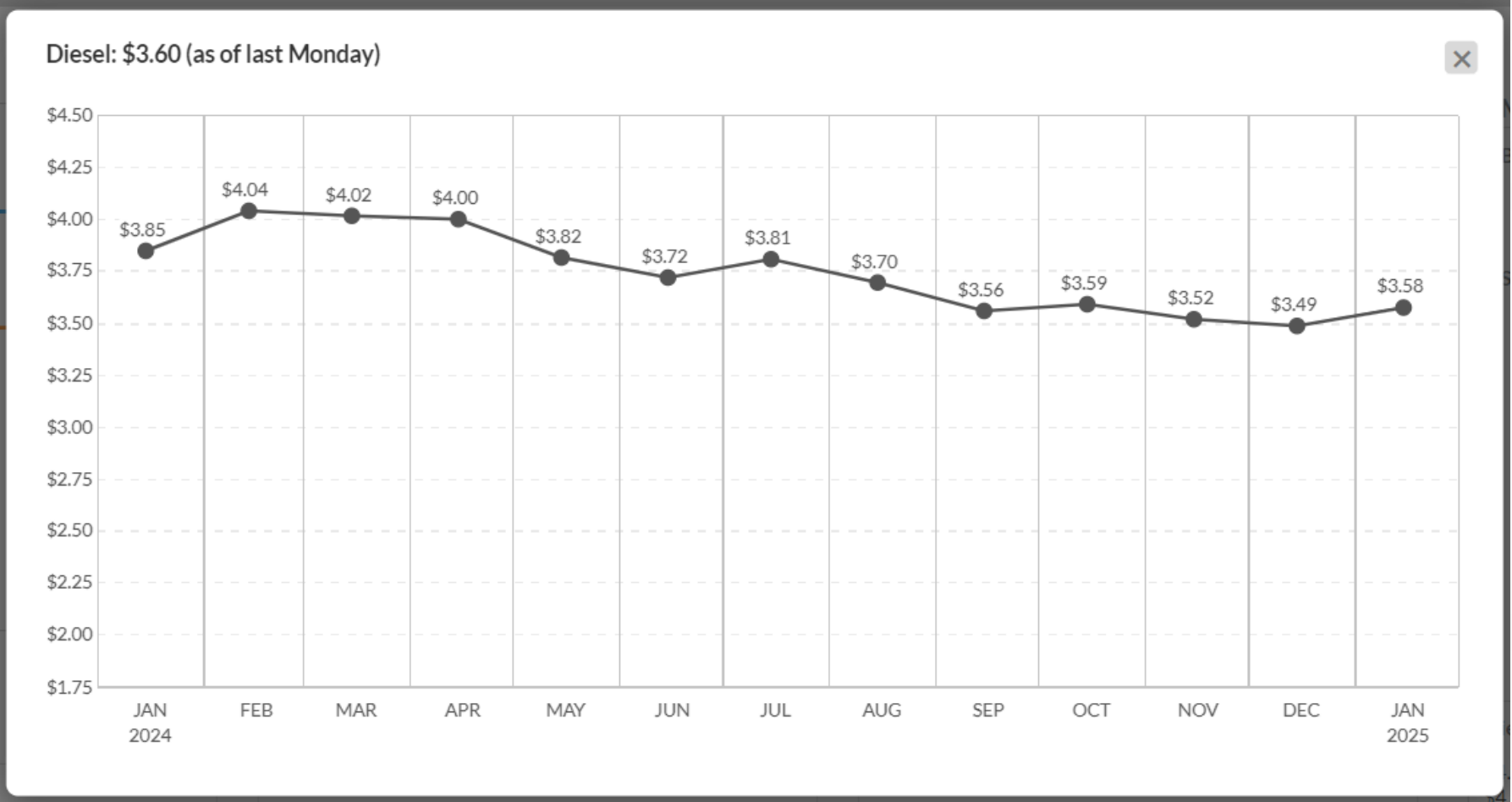


Reefer Load-to-Truck Ratio



# DIESEL

## PRICES



### Fuel Prices

Current national diesel fuel price average



FUEL PRICE/GALLON

\$3.6

WEEKLY PERCENT CHANGE

1.12%

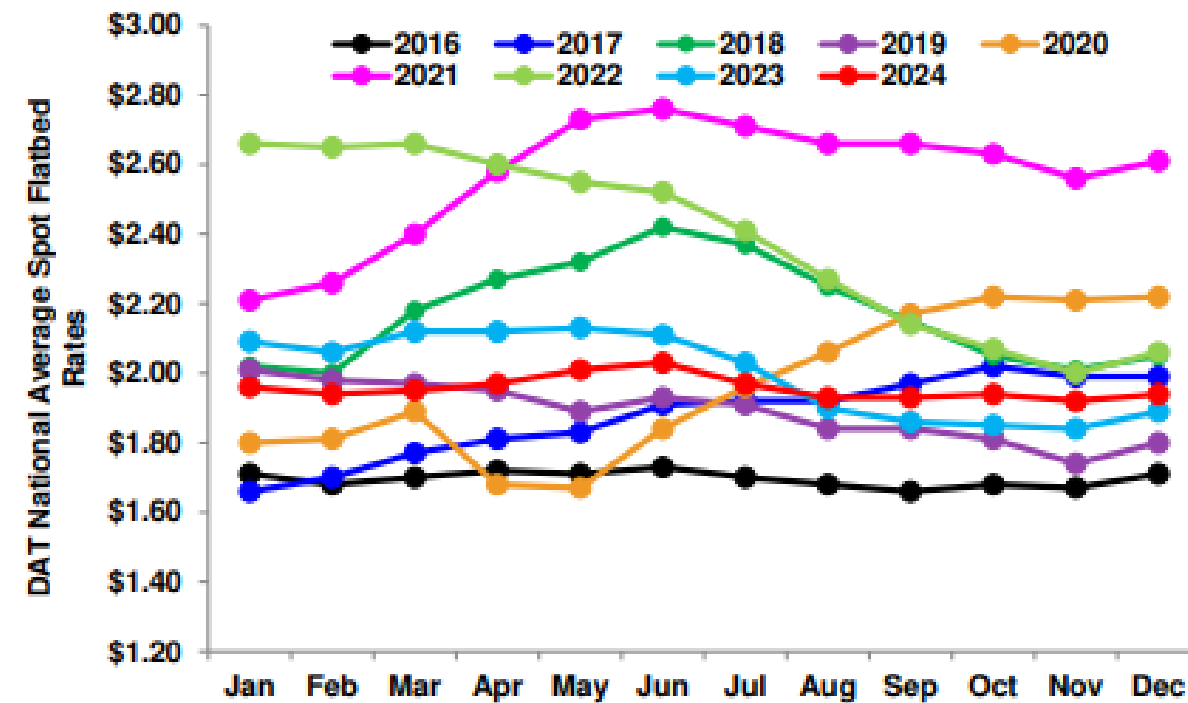


# FLATBED

CONTRACT AND SPOT  
RATE UPDATE

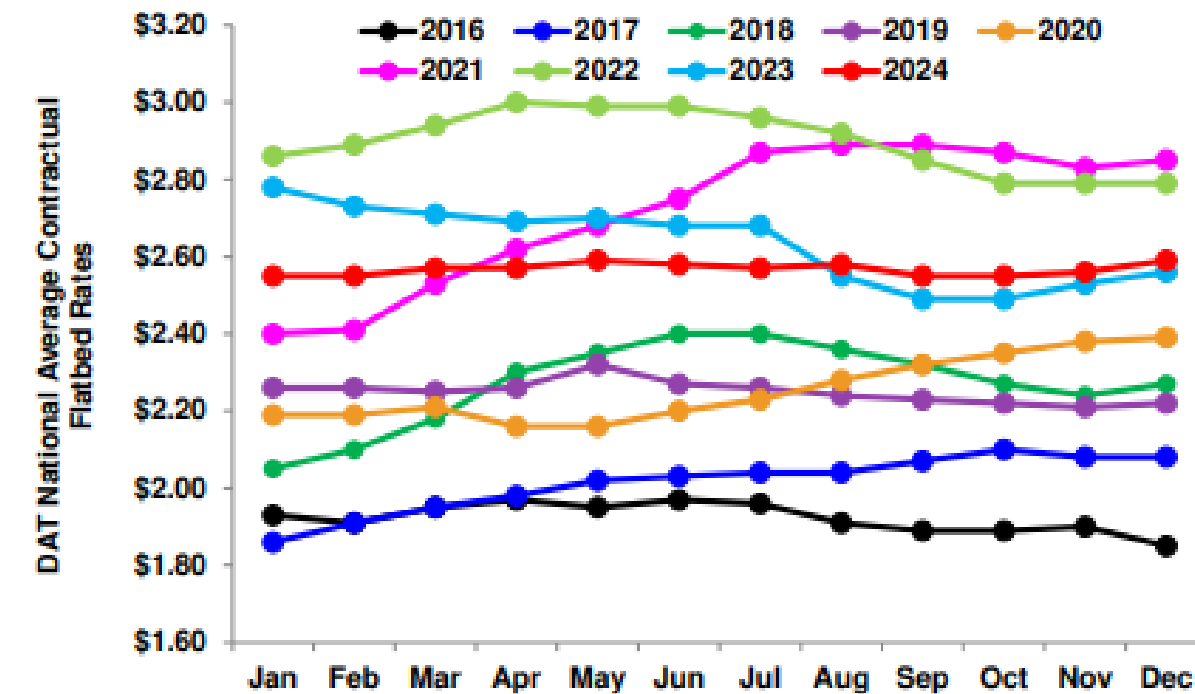


**Exhibit39:** National Average Spot Flatbed Rates ex. Fuel  
Surcharge



Source: DAT Solutions, Morgan Stanley Research

**Exhibit40:** National Average Contract Flatbed Rates ex. Fuel  
Surcharge



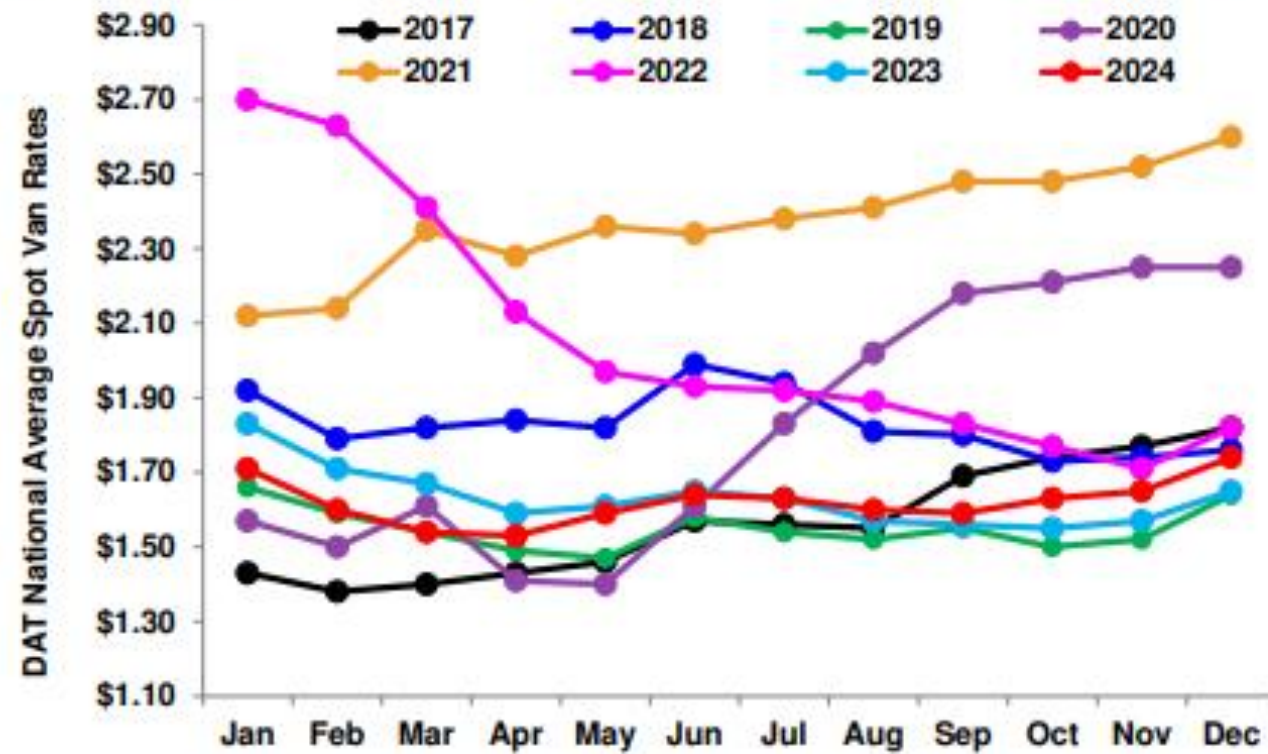
Source: DAT Solutions, Morgan Stanley Research

# VAN

CONTRACT AND SPOT  
RATE UPDATE

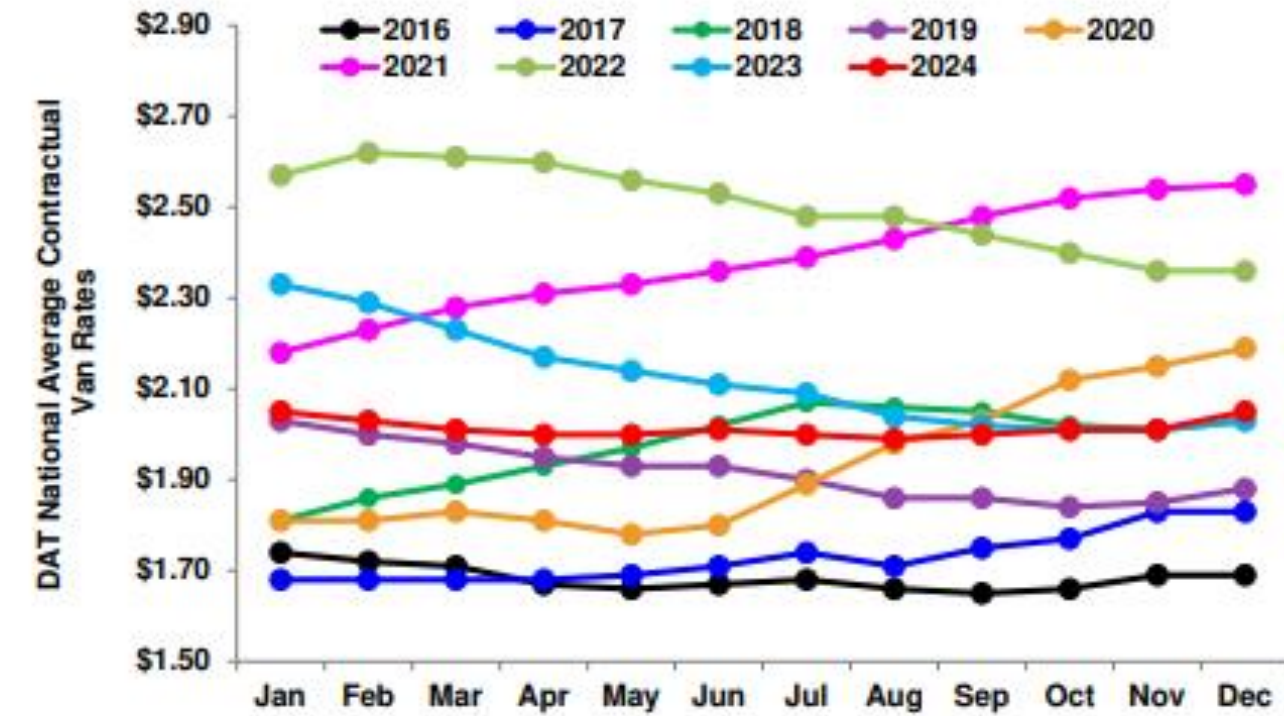


**Exhibit35:** National Average Spot Van Rates ex. Fuel Surcharge



Source: Morgan Stanley Research, DAT Solutions ([www.dat.com/resources/trendlines](http://www.dat.com/resources/trendlines)); Note: DAT sources from over \$24 B in transactions and 65k lanes.

**Exhibit36:** National Average Contract Van Rates ex. Fuel Surcharge



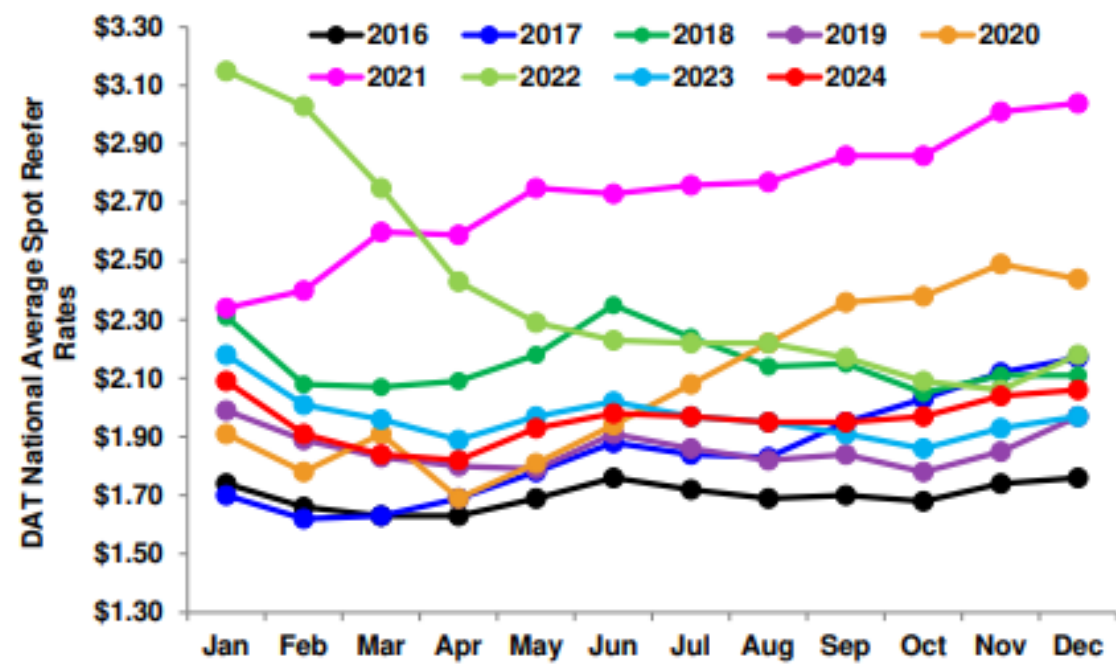
Source: DAT Solutions, Morgan Stanley Research

# REEFER

CONTRACT AND SPOT  
RATE UPDATE

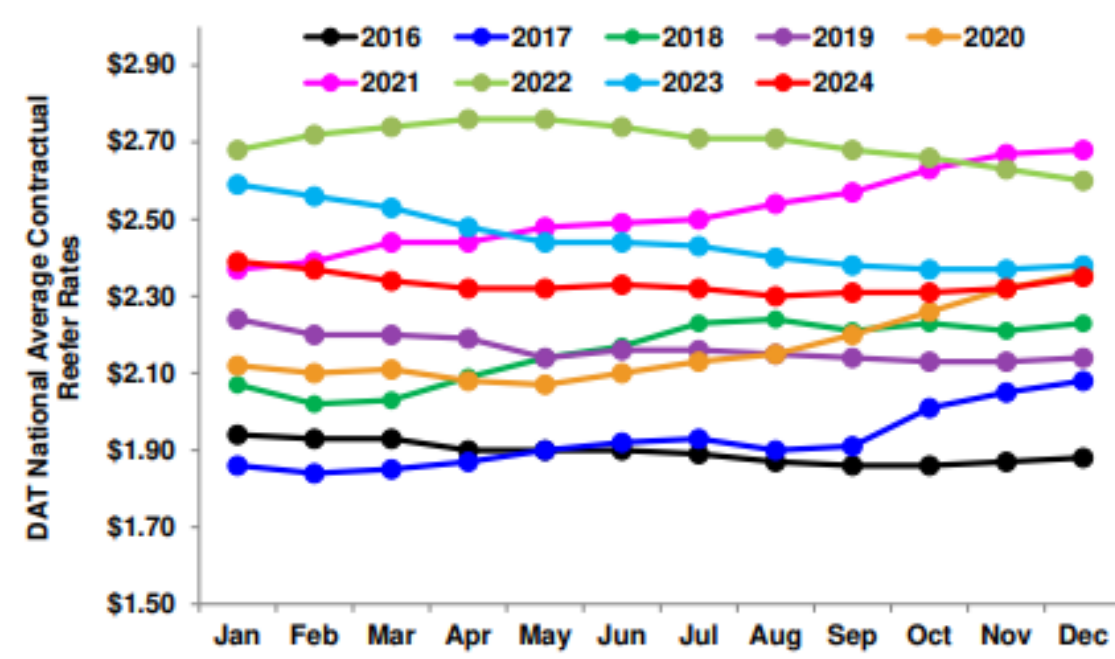


**Exhibit37:** National Average Spot Reefer Rates ex. Fuel  
Surcharge



Source: DAT Solutions, Morgan Stanley Research

**Exhibit38:** National Average Contract Reefer Rates ex. Fuel  
Surcharge



Source: DAT Solutions, Morgan Stanley Research

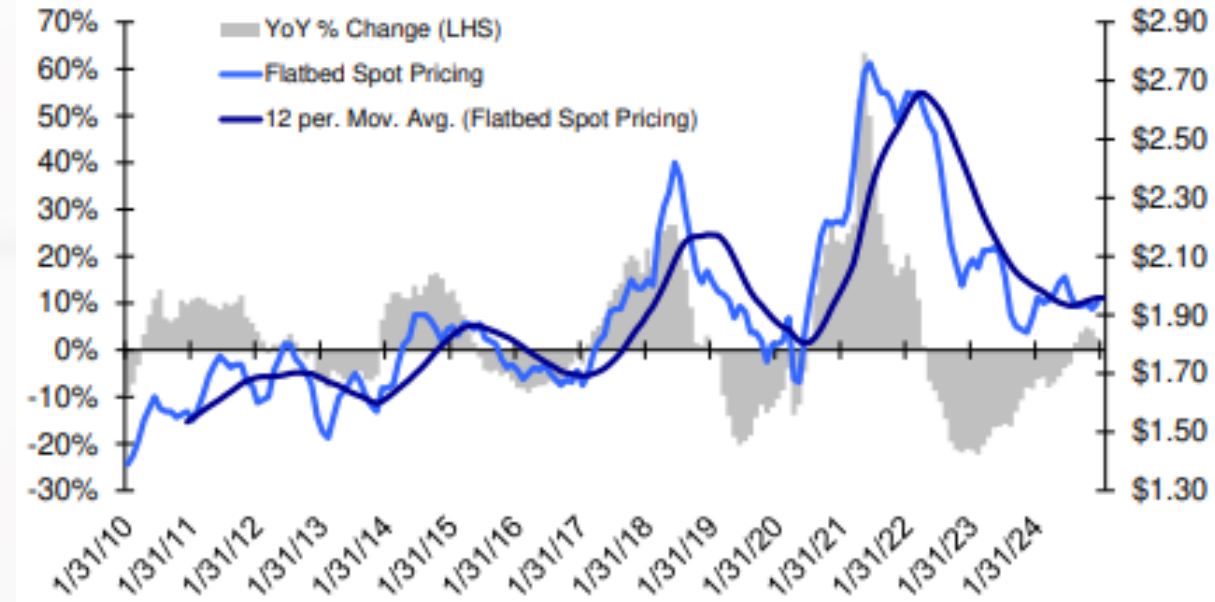


# FLATBED

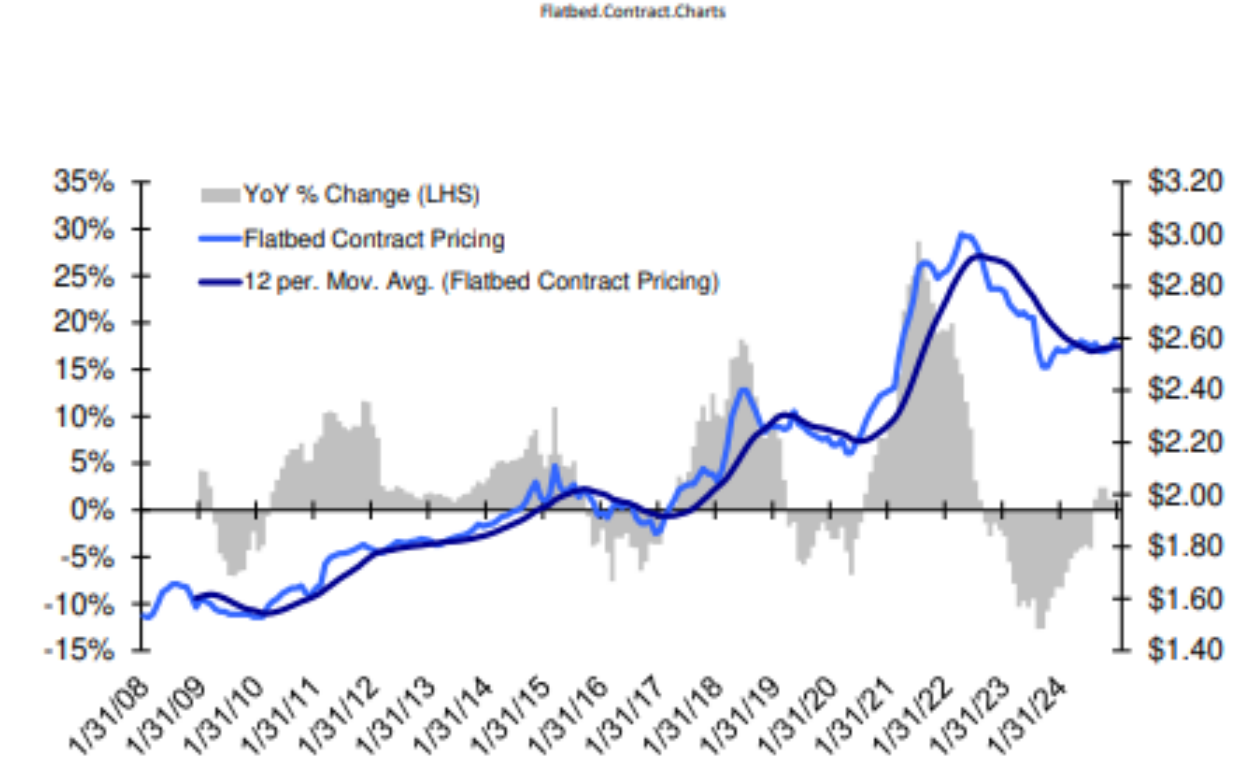
## LONGTERM TRENDS



**Exhibit48:** Flatbed Spot Rate ex. FS Long-term Trend



**Exhibit49:** Flatbed Contract Rate ex. FS Long-term Trend



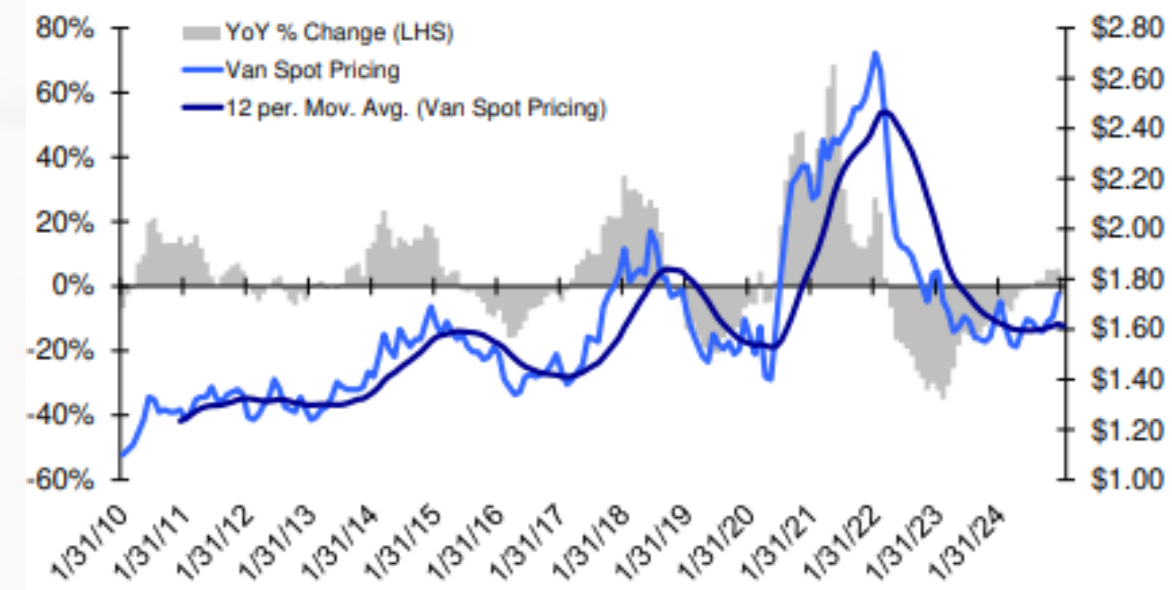
# VAN

## LONGTERM TRENDS



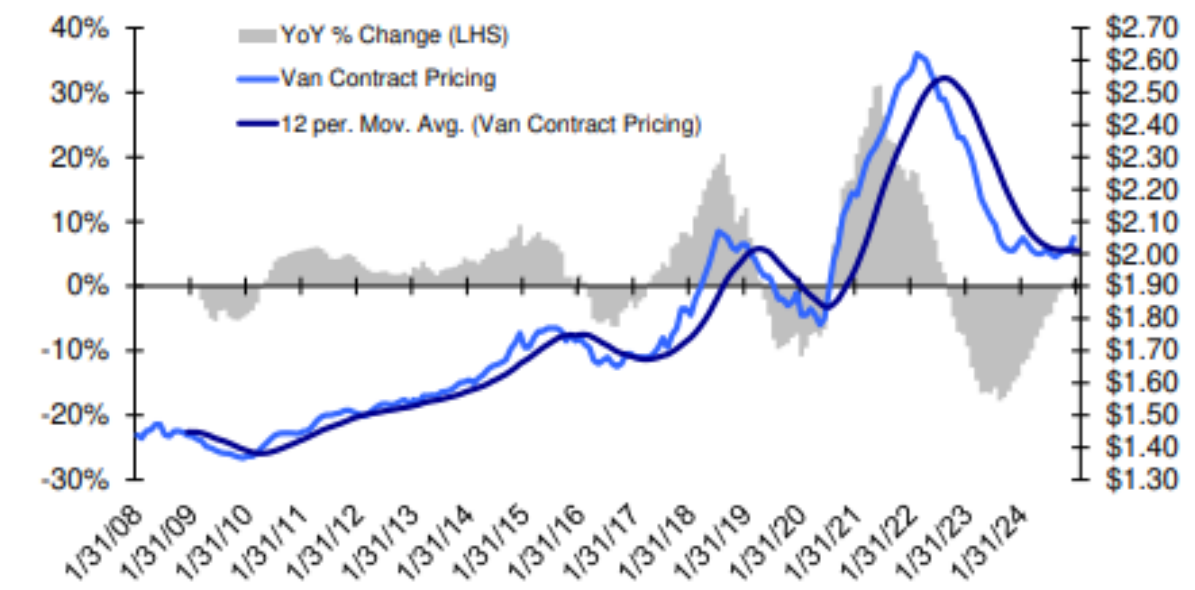
**Exhibit44:** Van Spot Rate ex. FS Long-term Trend

Van.Spot.Charts



**Exhibit45:** Van Contract Rate ex. FS Long-term Trend

Van.Contract.Charts

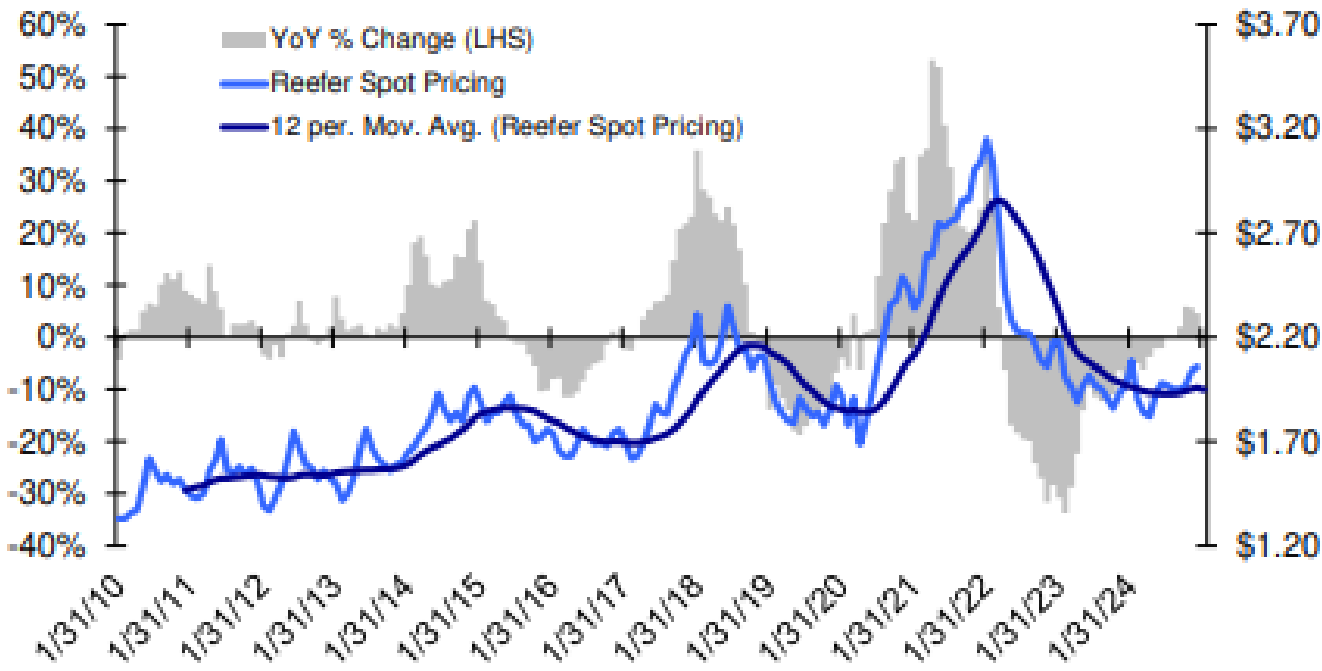


# REEFER

LONGTERM  
TRENDS

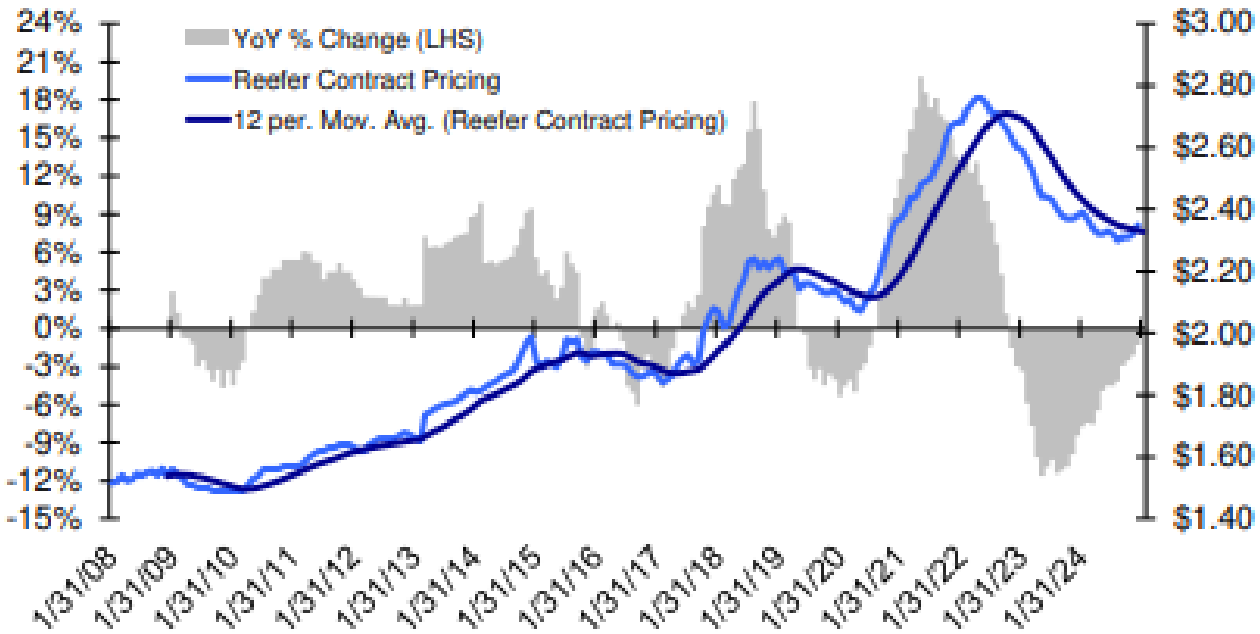


**Exhibit46:** Reefer Spot Rate ex. FS Long-term Trend



Source: DAT Solutions, Morgan Stanley Research

**Exhibit47:** Reefer Contract Rate ex. FS Long-term Trend



Source: DAT Solutions, Morgan Stanley Research



# THANK YOU

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