

Used Truck - Market Share Analysis, Industry Trends & Statistics, Growth Forecasts (2025 - 2030)

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Report description:

Used Truck Market Analysis

The used trucks market stands at USD 52.73 billion in 2025 and is forecast to reach USD 68.04 billion by 2030, advancing at a 5.23% CAGR despite uneven economic signals and tightening emissions rules. Fleet managers concentrate on total cost of ownership, prompting robust demand for quality pre-owned Class 8 units. Heavy-duty models retain pricing power, yet light trucks are gaining traction as e-commerce accelerates last-mile activity. Diesel assets dominate the powertrain mix, but first-generation battery-electric trucks are beginning to influence residual-value expectations as charging networks widen. Digital auction platforms are broadening cross-border trade, lowering information frictions for small operators.

Global Used Truck Market Trends and Insights

Infrastructure-Led Construction Booms in India and ASEAN Stimulating Heavy Used-Truck Turnover

Construction megaprojects across India and Southeast Asia are accelerating fleet replacement cycles, prompting contractors to source 4-7-year-old heavy-duty units that balance reliability with manageable capital outlay. Open-deck capacity tightened in May 2025 as projects commenced, forcing shippers to secure equipment earlier in tender cycles. Even with a significant dip in 2024 light-vehicle sales, commercial demand remained firm because infrastructure spending shielded haulage volumes. Buyers increasingly request verified maintenance histories, and units with documented telematics data command premiums, reinforcing the importance of transparent vehicle provenance for the used trucks market.

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E-commerce Last-Mile Expansion in North America Triggering Demand for Used Light-Duty Trucks

Rapid parcel-volume growth is pushing retailers and third-party logistics providers toward late-model Class 3-5 vehicles that fit tight urban corridors yet carry sizable payloads. The used trucks market benefits as operators sidestep higher new-vehicle prices while still meeting service-level agreements. Urban warehouse development along interstate rings supports shorter delivery radii. Environmental studies show that electric delivery vans lower carbon intensity, implying that lightly used electric models will secure strong residual values once they begin cycling out of primary fleets.

Tightening Euro-VII/Phase-3 NOx Rules Discouraging Older Diesel Imports in EU

Stricter tail-pipe limits split the European secondary market between compliant Euro VI tractors and legacy stock facing costly retrofits. The International Council on Clean Transportation confirms that access restrictions in growing low-emission zones penalize vehicles older than seven years. Exporters reroute pre-Euro VI units toward Central Asia and North Africa, temporarily inflating supply in those destinations while intensifying competition for low-mileage Euro VI assets within the EU.

Other drivers and restraints analyzed in the detailed report include:

OEM Certified Pre-Owned Programs in Europe Enhancing Trust and Residual Values / Digital Wholesale Auctions Broadening Buyer Pool, Especially in Middle East / Low-Cost New Chinese Trucks Compressing Used Price Premiums in Africa /

For complete list of drivers and restraints, kindly check the Table Of Contents.

Segment Analysis

Heavy-duty units commanded 43.05% of 2024 revenues as their pivotal role in long-haul freight and infrastructure haulage shielded demand during cyclical slowdowns. Light trucks, propelled by parcel logistics, are forecast to register a 7.69% CAGR to 2030, the quickest clip in the used trucks market. Their maneuverability suits congested inner-city routes, and fleet buyers value the lower acquisition cost relative to new vans.

Medium-duty trucks (Class 6-7) occupy a strategic middle ground, experiencing mixed market results. The segment witnessed a surge in inventory, while asking prices softened, signaling nuanced sub-segment conditions. Ongoing autonomous trials, such as an articulated dump truck showcased at CES 2025, foreshadow specialized heavy-duty applications that could redefine residual-value curves once these vehicles cycle into the used trucks industry.

Diesel assets held 92.25% of the 2024 pool, underlining the entrenched infrastructure, familiar maintenance regimes, and fuel-efficiency track record that fleet managers trust. The segment's staying power stems from diesel's proven reliability, fuel efficiency, and widespread service network, making it the default choice for secondary market buyers prioritizing operational certainty.

Hybrid and battery-electric entries, while small in absolute numbers, are projected to expand at a 22.55% CAGR through 2030. A USD 2-3 billion joint venture among Accelera by Cummins, Daimler Truck, and PACCAR will create a 21 GWh battery-cell plant, bolstering future used-EV supply. The Electrification Coalition calculates two-thirds lower running costs for electric trucks versus diesel, suggesting robust secondary-market appeal once adequate charging coverage emerges. Natural-gas and LPG variants remain niche, concentrated in regions with price-advantaged fuel supplies and municipal incentives.

The Used Truck Market Report is Segmented by Vehicle Type (Light Trucks, Medium-Duty Trucks, and More), Fuel Type (Diesel,

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Gasoline, and More), Age Bracket (Up To 3 Years, 4-7 Years, and More), Vehicle Class (Class 3 and More), End-Use Industry (Construction and Infrastructure and More), Sales Channel (Independent Dealer and More), and Geography. The Market Forecasts are Provided in Terms of Value (USD) and Volume (Units).

Geography Analysis

Asia retains the world's largest regional fleet base and accounts for 47.35% of the global market share, as infrastructure projects and e-commerce penetration continue to expand trucking demand. China's accelerated diesel-fleet liquidation, prompted by stringent electrification targets, releases high-quality Euro V tractors into neighboring developing markets. India's rapidly scaling digital retail sector, expected to triple in gross merchandise value by FY30, relies heavily on medium and heavy-duty haulage, reinforcing sustained equipment turnover.

North America mirrors global growth at a projected 5.2% CAGR to 2030 as sophisticated remarketing networks and data-driven valuation tools sustain liquidity. Forthcoming Corporate Average Fuel Economy standards for heavy-duty pickups and vans could nudge fleets toward newer, more efficient units, feeding additional late-model supply into the used trucks market.

The Middle East and Africa are the fastest-growing regions, posting a CAGR of 7.41% through 2030, capitalizing on digital-auction liquidity to source affordable assets, while Europe concentrates on tightening emissions compliance that skews demand toward newer Euro VI vehicles. South America is also growing significantly as economic stabilization and fiscal incentives spur fleet modernization. Brazil's GDP recovery supports renewed truck purchases, and tax breaks for used equipment encourage owner-operator investment. Cross-border transport facilitation measures such as the TIR system promise to open fresh export lanes for South American carriers, indirectly boosting demand for compliant used tractors.

List of Companies Covered in this Report:

Daimler AG (SelecTrucks) / PACCAR Inc. / Volvo Group / Scania AB / MAN Truck and Bus SE / Navistar International Corp. / Tata Motors / Ashok Leyland / Isuzu Motors / Hino Motors / Mitsubishi Fuso Truck and Bus Corp. / Eicher Motors (VECV) / Iveco Group N.V. / Ford Otosan / Sinotruk (CNHTC) / FAW Jiefang / Dongfeng Commercial Vehicles / UD Trucks / Penske Used Trucks / Enterprise Truck Rental / Ryder Used Vehicle Sales / AmeriQuest Used Trucks / Copart Inc. / Ritchie Bros. Auctioneers / Mascus / TruckPlanet (IronPlanet) / AutoNation USA / OLX Autos Commercial /

Additional Benefits:

The market estimate (ME) sheet in Excel format /
3 months of analyst support /

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