

Used Equipment Market Trends Report

3rd quarter 2025

European edition

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Market Trends Used Equipment in Europe

The European market for heavy equipment and agricultural machinery in Q3 2025 shows clear signs of stabilization and selective growth following the mid-year slowdown. Listings and buyer activity across most categories are either steady or slightly higher, while auction data from Ritchie Bros. points to resilient resale values and a gradual rejuvenation of machine fleets.

By late 2025, the market has moved beyond recovery into a phase of reconfiguration. Construction equipment leads this transition, compact machinery maintains strong momentum, and agriculture consolidates amid tighter conditions. Buyers are increasingly pragmatic, favoring younger, compliant, and efficient machines even at premium prices, while sellers benefit from improved liquidity and renewed cross-border demand.

On the used equipment market, **excavators** remain the backbone of European construction demand. Stable pricing and slightly lower usage hours suggest a healthy balance between supply and disciplined purchasing. The United Kingdom and Spain continue to drive activity, reflecting sustained investment in infrastructure and civil engineering. The consistent median price and age of sold units signal a mature, yet fluid secondary market dominated by established Japanese and U.S. brands.

Articulated Dump Trucks

Articulated dump trucks show a marked rebound in heavy infrastructure and quarrying activity. Higher resale prices and younger fleet profiles point to active fleet renewal programs, particularly across Northern and Western Europe. This indicates a strategic shift toward modern, fuel-efficient haulers supporting large-scale transport and energy projects.

Mini Excavators

Mini excavators remain the most dynamic and resilient segment, as proven by both the increased demand on Mascus as well as the high number of units sold at Ritchie Bros. auctions. Strong domestic trade, nearly 60 percent of activity, is driven by small and mid-sized contractors and rental firms refreshing their fleets. Continued demand for compact, versatile models underscores the importance of local construction and utility sectors.

Wheel Loaders

Wheel loaders maintain steady performance with incremental price gains and consistent auction sales. Replacement cycles remain healthy, particularly in logistics, recycling, and aggregates. The dominance of global OEMs such as Caterpillar, Volvo, and JCB highlights the market's preference for reliability and service coverage. However, smaller brands such as Blanche and Machpro are gaining interest from buyers.

Tractors

In contrast, the tractor market reveals a period of agricultural caution. Falling median prices, aging inventories, and restrained investment reflect lower farm margins, reduced subsidies, and persistent input costs. Activity in Spain and Germany is concentrated in the secondary market, suggesting equipment retention rather than fleet expansion.





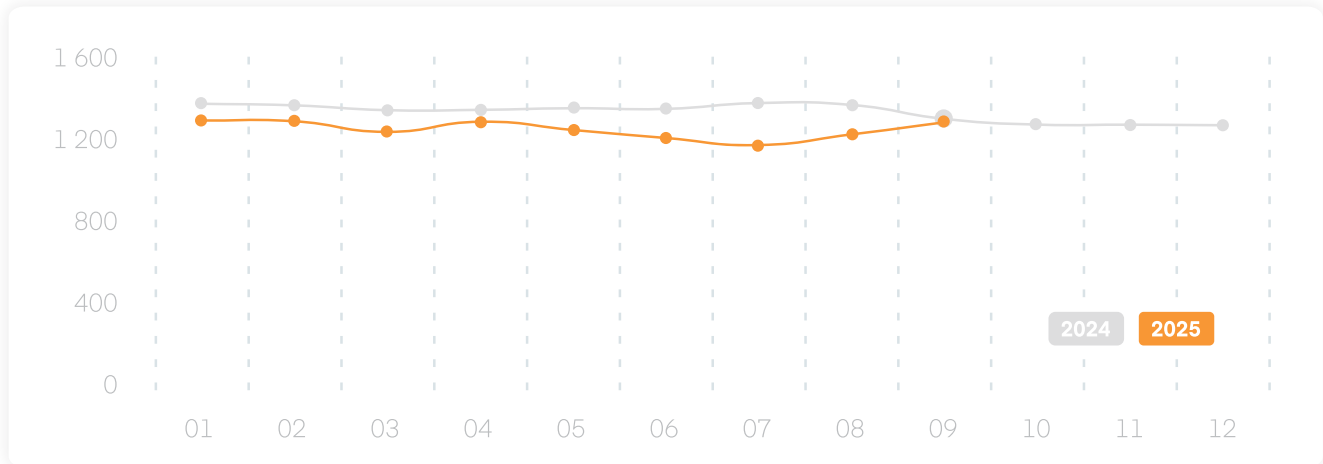
Articulated Dump Trucks

Articulated Dump Trucks

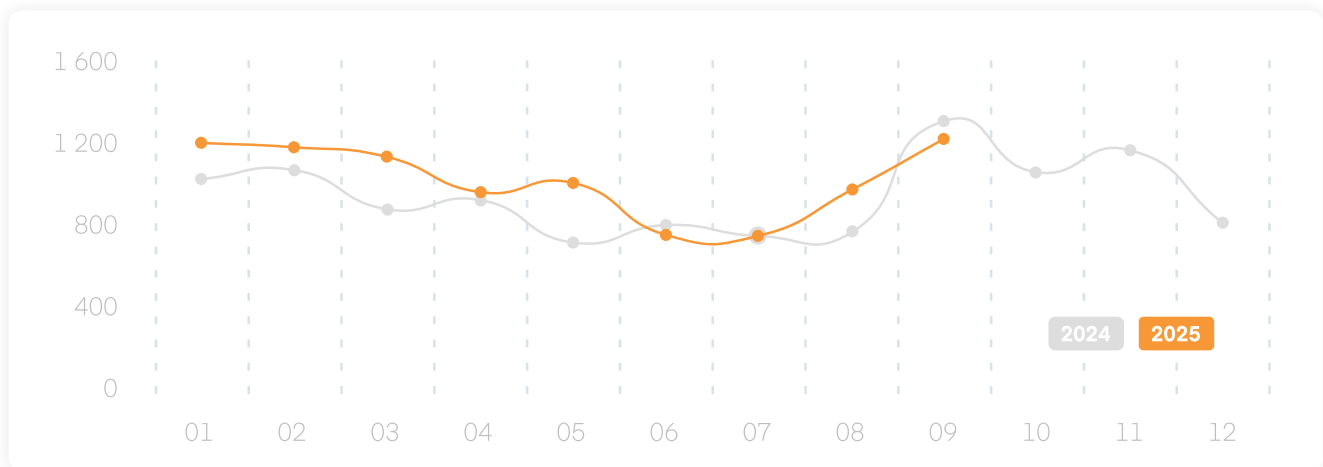
The volume of articulated dump trucks listed for sale on Mascus dropped by 8% in Q3 compared to the previous year's third quarter. Demand for articulated dump trucks, however, grew by 11% (email contact requests and direct calls) compared to Q3 2024.

Volvo was by far the most in-demand brand in Q3, while Bell and Caterpillar rounded out the top three. Buyer demand for articulated dump trucks through Mascus for Q3 was strongest in the United Kingdom, followed by Sweden, the Netherlands, and Germany.

Number of units listed for sale on Mascus in Europe

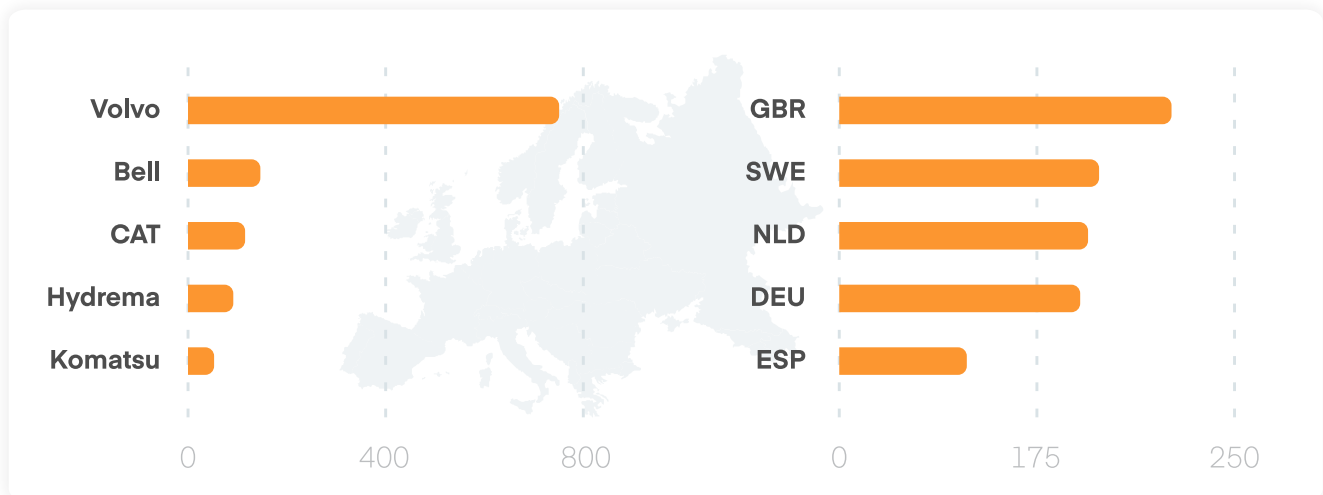


Demand on Mascus - buying enquiries (emails, phone calls) to sellers



Top 5 – Most wanted brands | Most active purchasing by country

Based on the number of buying enquiries (emails, phone calls) to sellers

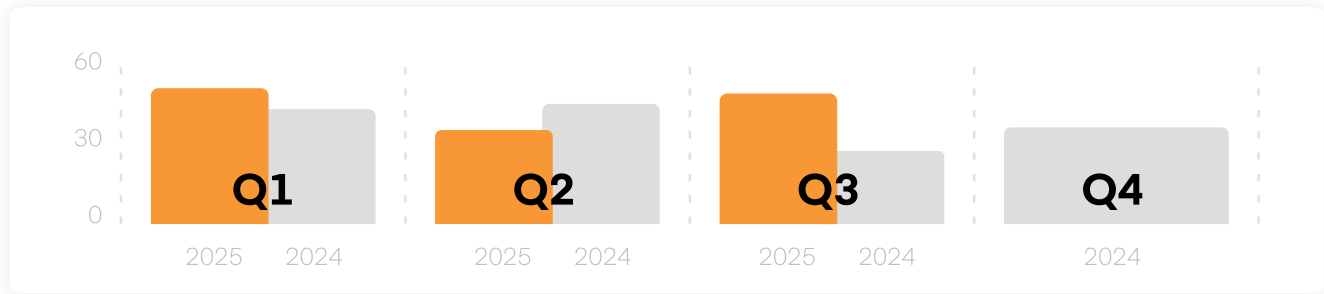


Articulated Dump Trucks

Median pricing for articulated dump trucks at Ritchie Bros. auctions saw a small jump of 5% in Q3 compared to the previous year. However, demand through auction sales was up a staggering 79% versus Q3 2024.

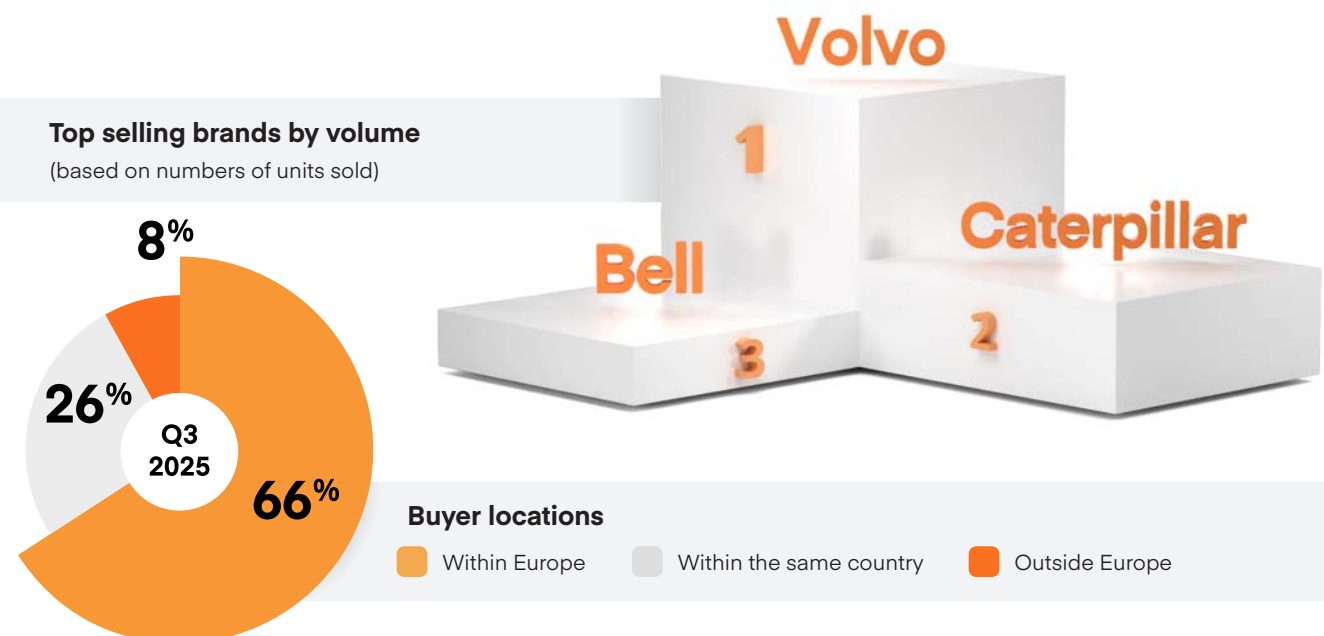
Volvo was in the top spot for number of units sold at Ritchie Bros. auctions. Caterpillar and Bell followed in second and third, respectively. The most popular model sold was the Volvo A40G, with a median price of €143,365 for 5 units sold. More than half of the ADTs (66%) were sold within Europe, while 26% went to local buyers. The top buying countries in Q3 were the United Kingdom, followed by Belgium and the Netherlands.

Number of units sold by Ritchie Bros. in Europe



	Q3 2024	Q3 2025
*Median price	€ 40 839	€ 42 712
*Median age	17 years	15 years
*Median usage	14 739 h	13 917 h
Top buyer locations (based on numbers of units sold)	<ol style="list-style-type: none"> 1. United Kingdom 2. Poland 3. Ireland 4. The Netherlands 5. Egypt 	<ol style="list-style-type: none"> 1. United Kingdom 2. Belgium 3. The Netherlands 4. Poland 5. Spain

* The median represents the middle value of a dataset, when all of the values are arranged from smallest to largest.





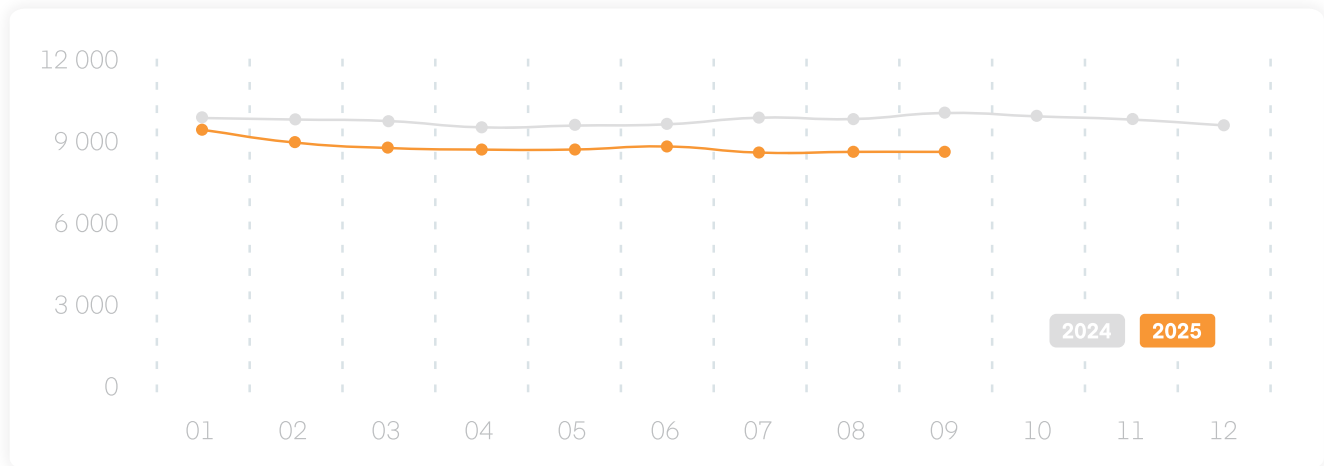
Crawler Excavators

Crawler Excavators

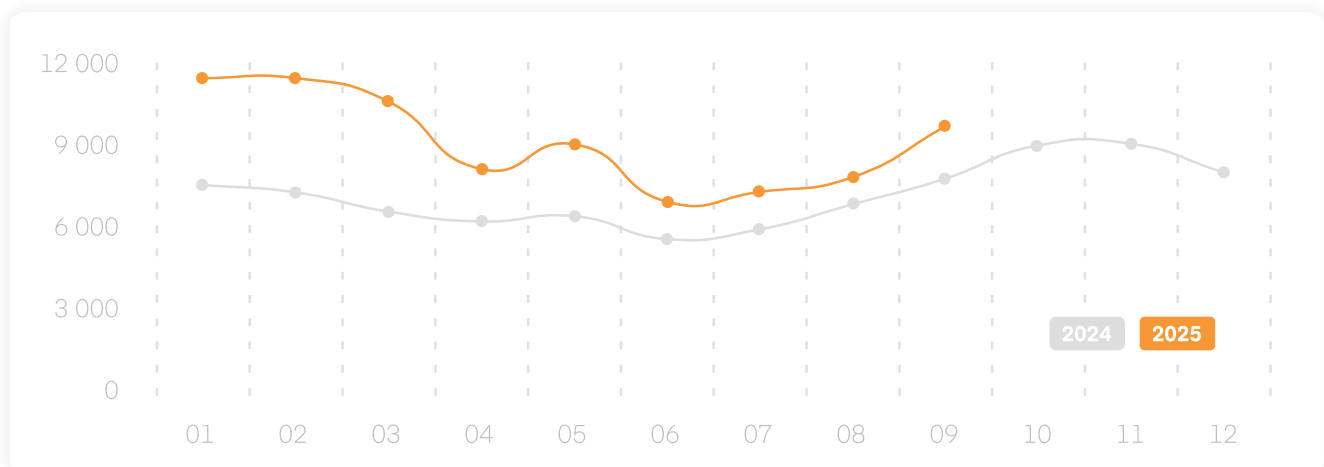
For Q3 2025, the average volume of crawler excavators listed for sale on Mascus was down 10% compared to the same time last year. Demand, however, for crawler excavators on Mascus (email contact requests and direct calls) saw a strong increase of 37% compared to Q3 2024.

Caterpillar was the most in-demand brand, while Volvo and Hitachi made up the top three. Buyer demand for crawler excavators through Mascus for Q3 was strongest in the United Kingdom, followed by Germany and the Netherlands.

Number of units listed for sale on Mascus in Europe

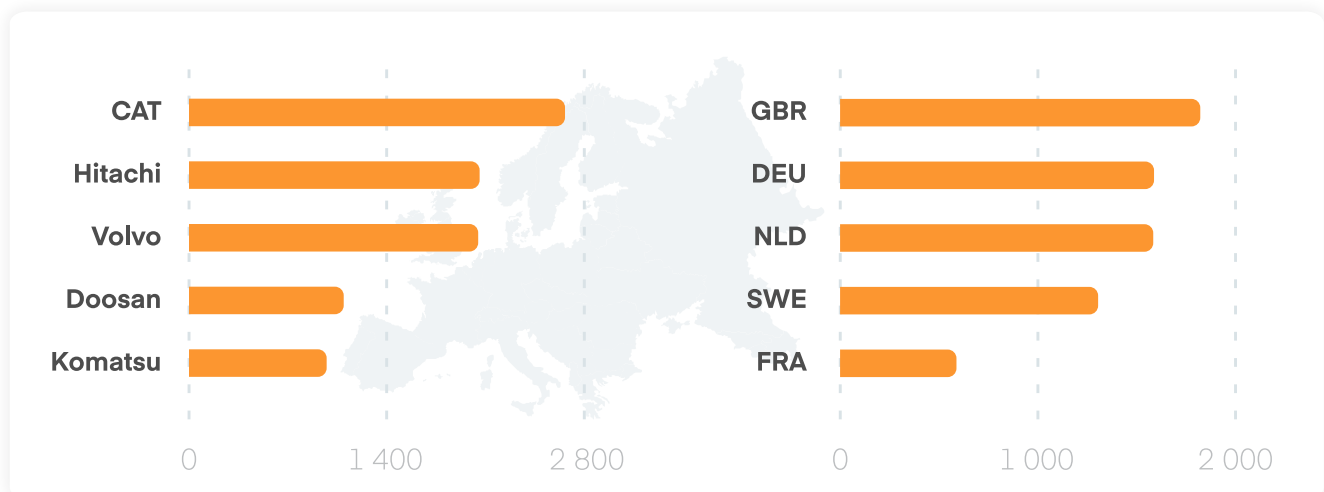


Demand on Mascus - buying enquiries (emails, phone calls) to sellers



Top 5 – Most wanted brands | Most active purchasing by country

Based on the number of buying enquiries (emails, phone calls) to sellers



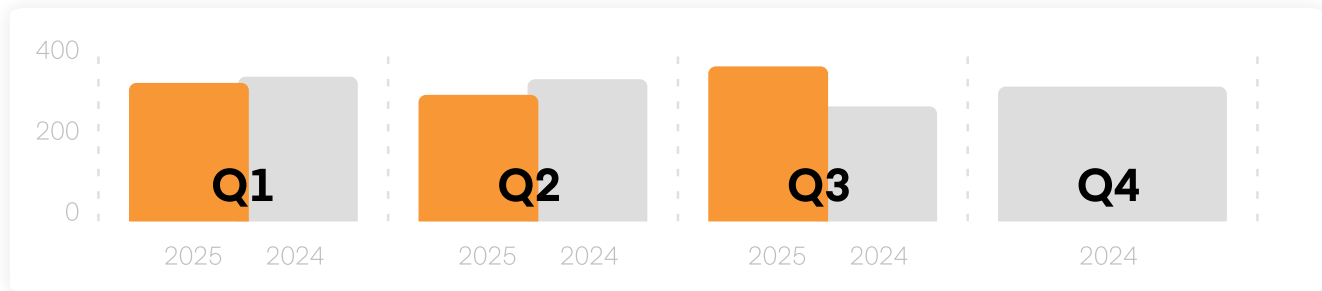
Crawler Excavators

The median price for crawler excavators sold at Ritchie Bros. auctions was steady in Q3 2025 – up a modest 1% compared to Q3 2024. However, demand was robust with sales up 35% in Q3.

By the number of units sold, Hitachi, Caterpillar, and Komatsu were the top-selling brands in Q3 2025. The most popular crawler excavator model sold was the Volvo EC140EL for a median price of €71,510 (11 units sold).

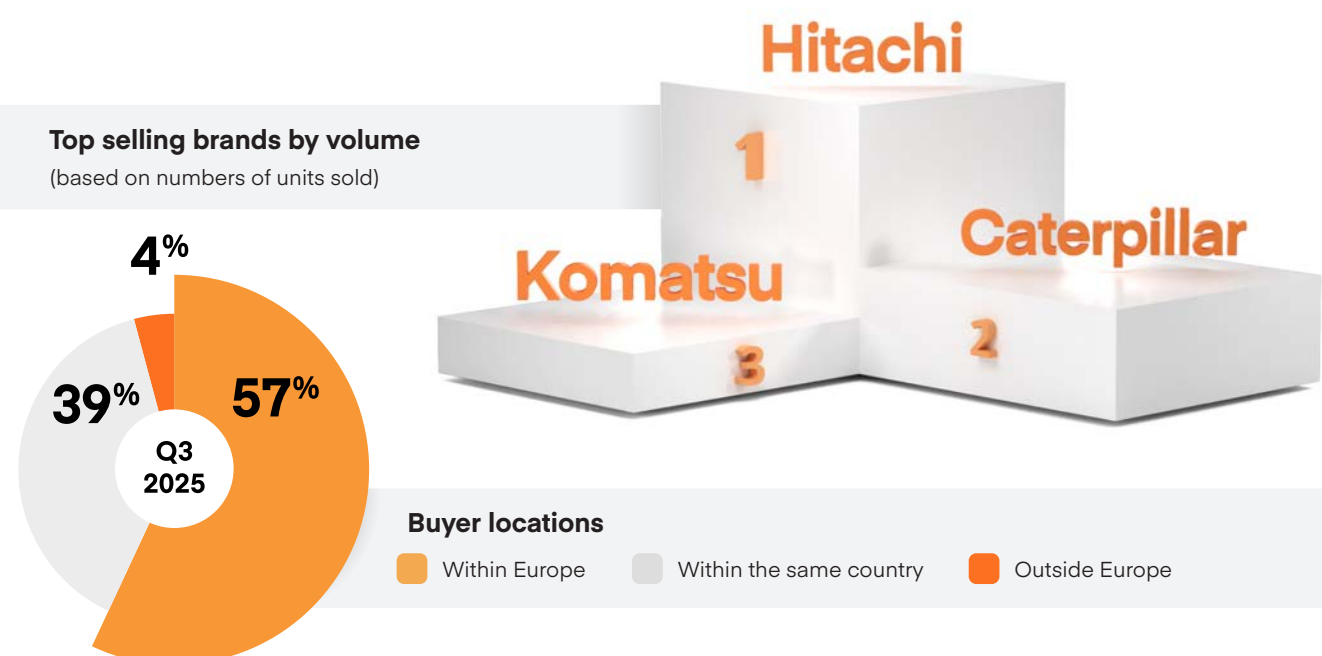
By geographic location, more than half of the crawler excavator (57%) were sold within Europe, while 39% went to local buyers. The top buying countries of crawler excavator in Q3 2025 were the United Kingdom, Spain, and Belgium.

Number of units sold by Ritchie Bros. in Europe



	Q3 2024	Q3 2025
*Median price	€ 30 878	€ 31 078
*Median age	7 years	7 years
*Median usage	5 486 h	5 388 h
Top buyer locations (based on numbers of units sold)	<ol style="list-style-type: none"> 1. United Kingdom 2. Spain 3. Belgium 4. Ireland 5. Poland 	<ol style="list-style-type: none"> 1. United Kingdom 2. Spain 3. Belgium 4. Ireland 5. The Netherlands

* The median represents the middle value of a dataset, when all of the values are arranged from smallest to largest.





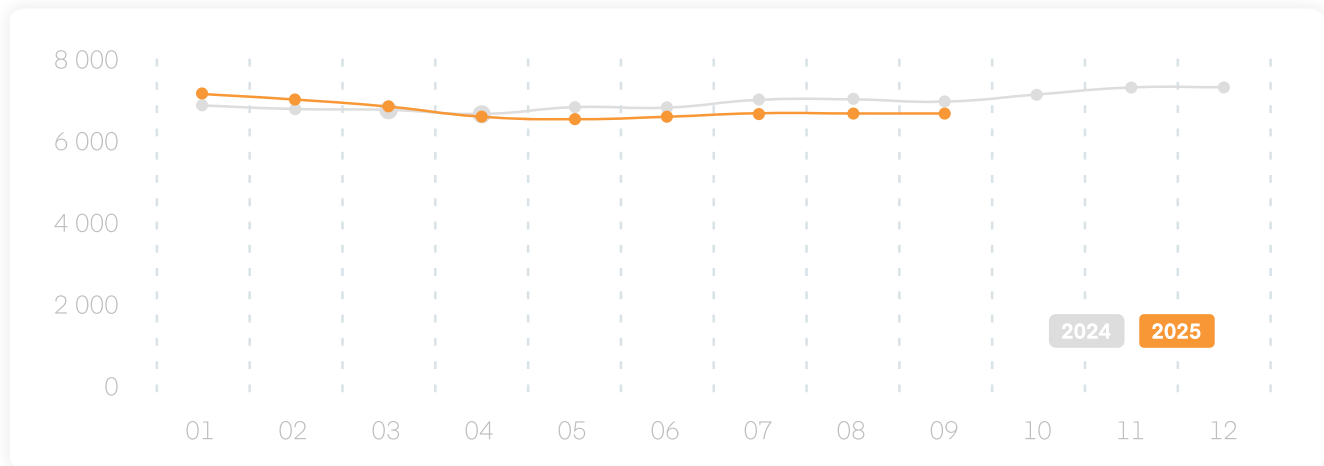
Mini Excavators

Mini Excavators

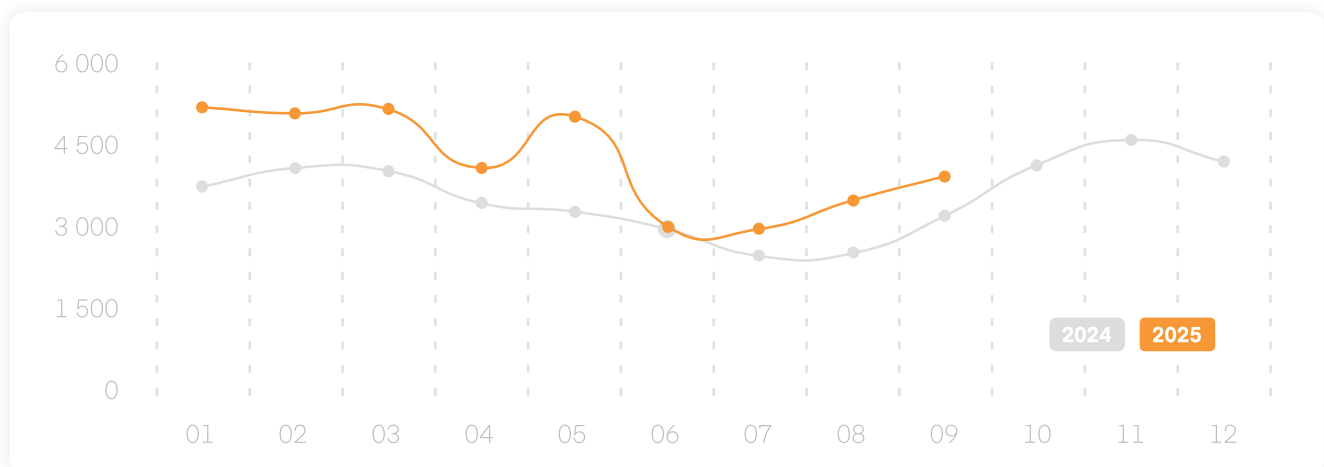
The average listings per month for mini excavator in Q3 2025 were down slightly by 2% compared to the previous year. Demand, however, grew significantly by 27% (email contact requests and direct calls) compared to Q3 2024.

The most in-demand brand was Kubota, followed by Takeuchi and Yanmar. Buyer demand for mini excavators was strongest in Germany, followed by the United Kingdom, and the Netherlands.

Number of units listed for sale on Mascus in Europe

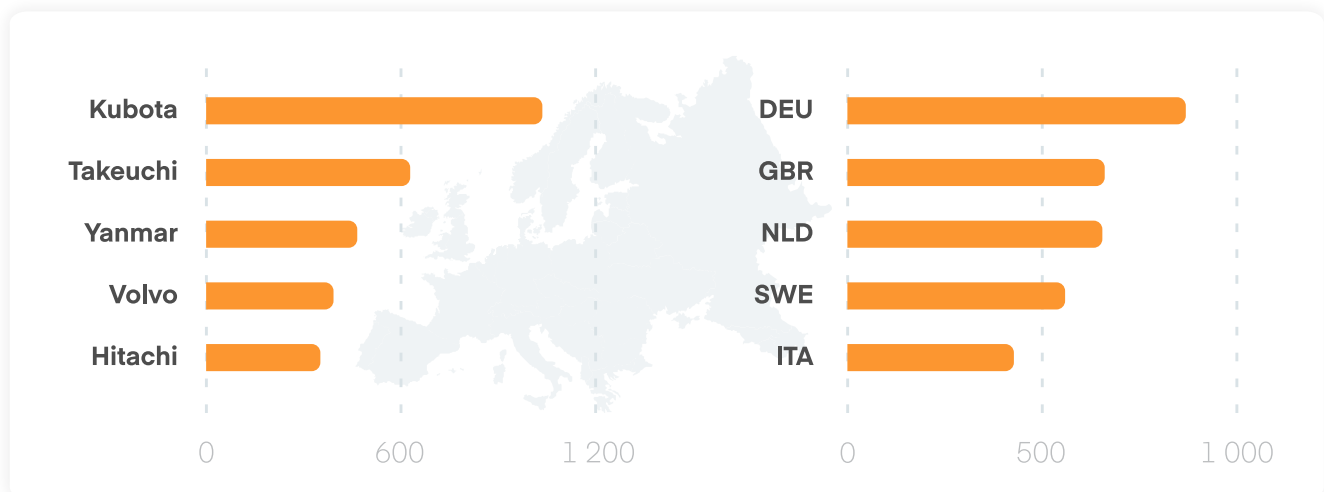


Demand on Mascus - buying enquiries (emails, phone calls) to sellers



Top 5 – Most wanted brands | Most active purchasing by country

Based on the number of buying enquiries (emails, phone calls) to sellers

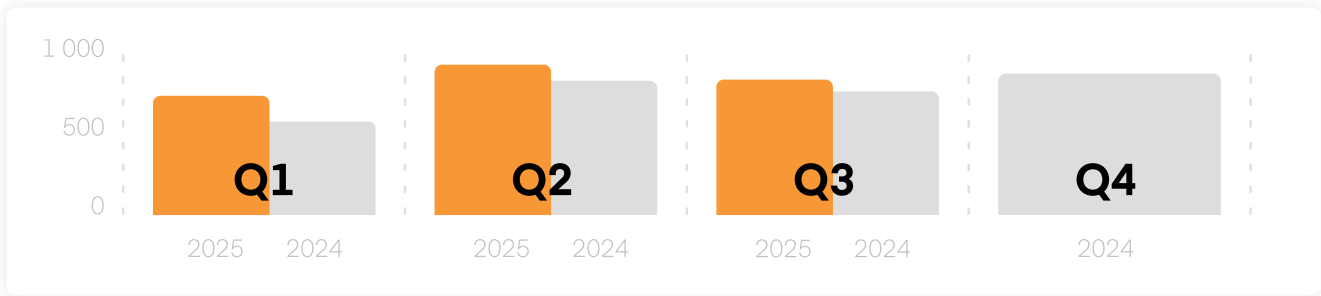


Mini Excavators

The median price for mini excavators saw a 3% jump in Q3 2025, while auction sales grew by 10% compared to 2024's third quarter. Yanmar took the top spot for number of units sold at Ritchie Bros. auctions in Q3. JPC was second and Kubota in third. The most popular mini excavator model sold was the JPC HT12 (192 units sold for a median price of €2,506).

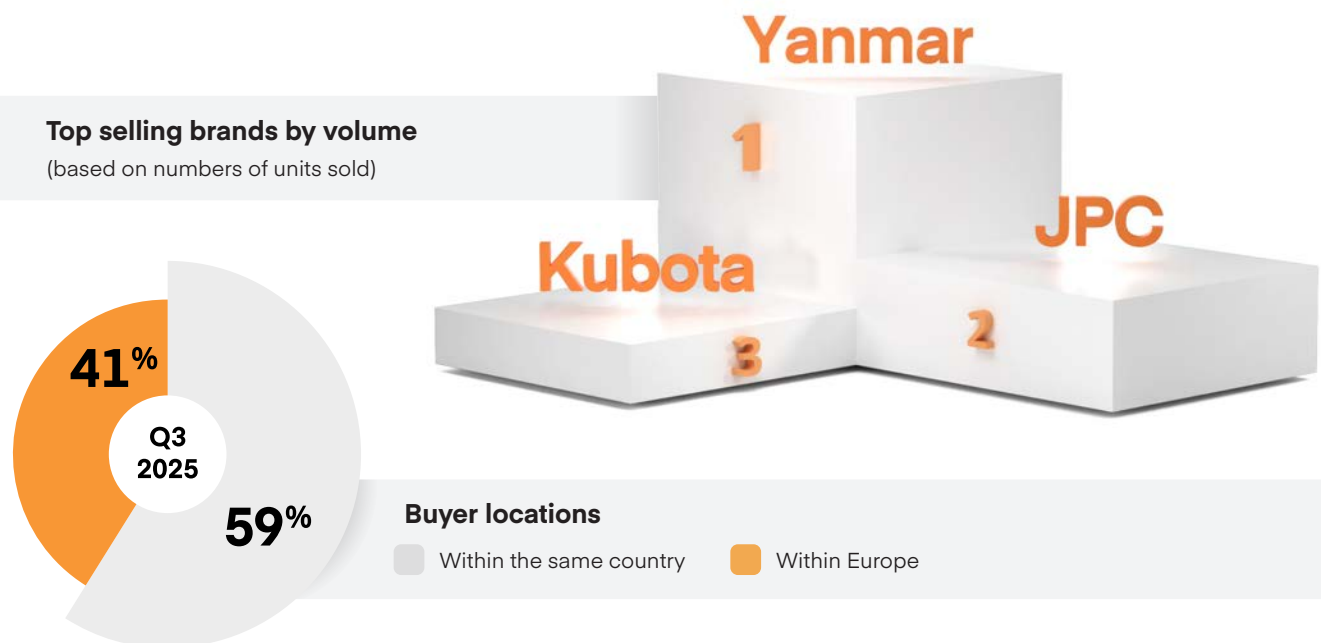
Over half of the mini excavators (59%) were sold locally within the same country, while 41% went to buyers within Europe. The top buying countries of mini excavators were Italy, followed by Spain and France.

Number of units sold by Ritchie Bros. in Europe



	Q3 2024	Q3 2025
*Median price	€ 11 455	€ 11 836
*Median age	7 years	6 years
*Median usage	2 677 h	1 960 h
Top buyer locations (based on numbers of units sold)	<ol style="list-style-type: none"> 1. Belgium 2. Spain 3. France 4. The Netherlands 5. Italy 	<ol style="list-style-type: none"> 1. Italy 2. Spain 3. France 4. Belgium 5. Germany

* The median represents the middle value of a dataset, when all of the values are arranged from smallest to largest.





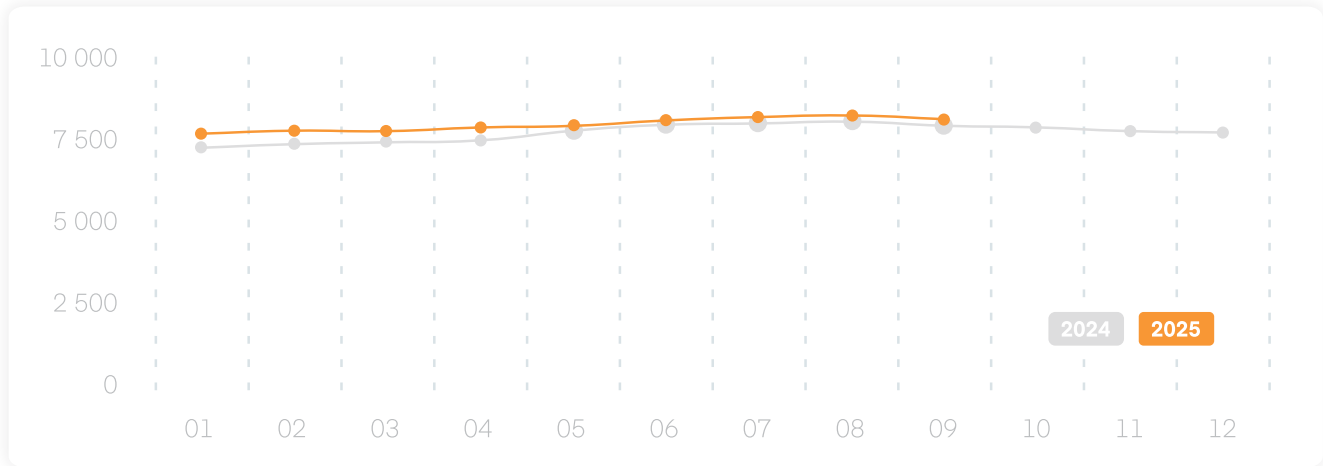
Wheel Loaders

Wheel Loaders

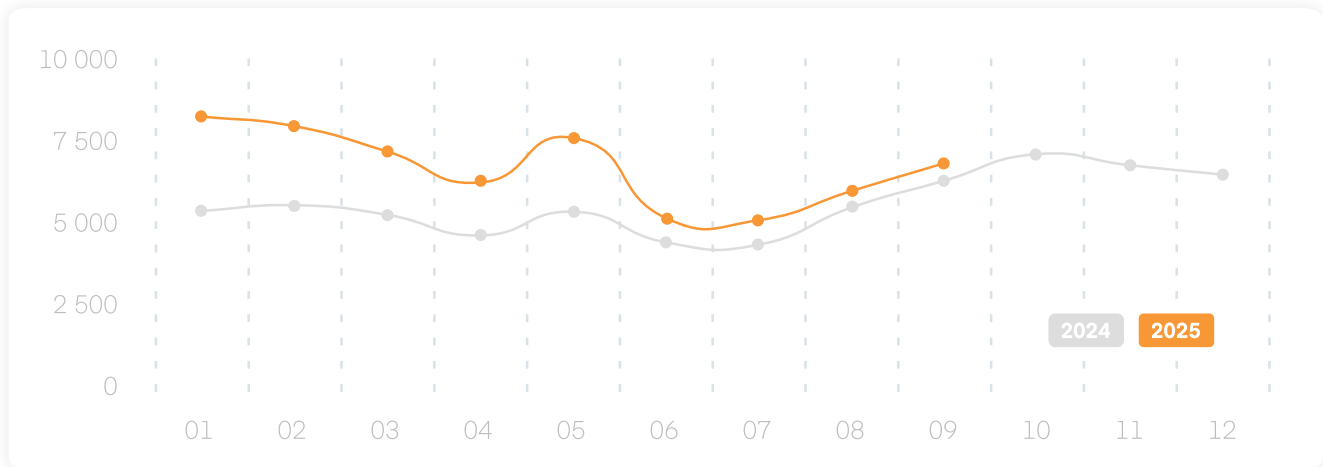
The average listings per month for wheel loaders in Q3 2025 were up slightly at 3% compared to the previous year. Demand, however, grew significantly by 29% (email contact requests and direct calls) compared to Q3 2024.

Volvo was by far the most in-demand brand, while Caterpillar took second spot in the top of preferred brands. Buyer demand for wheel loaders was strongest in Germany, followed by Sweden and the Netherlands.

Number of units listed for sale on Mascus in Europe

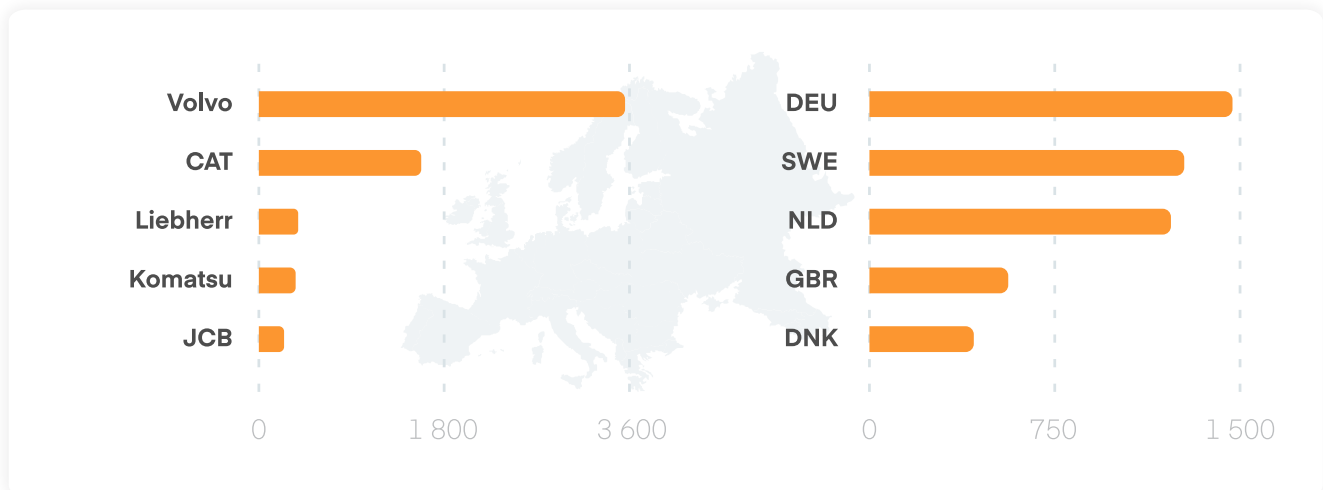


Demand on Mascus - buying enquiries (emails, phone calls) to sellers



Top 5 – Most wanted brands | Most active purchasing by country

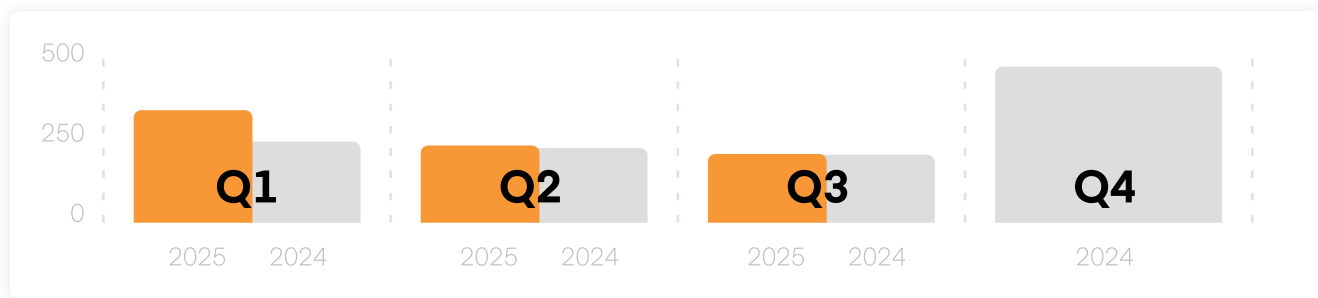
Based on the number of buying enquiries (emails, phone calls) to sellers



Wheel Loaders

The median price for wheel loaders saw a 5% jump in Q3 2025, while auction sales grew by 14% compared to 2024's third quarter. By the number of units sold, Caterpillar, Volvo, and JCB were the top-selling brands in Q3. The most popular wheel loader model sold was the Blanche TW36 (12 units sold for a median price of €5,519). By geographic location, over half of the wheel loaders (54%) were sold to buyers within Europe, while 39% went to local buyers within the same country. The top buying countries of wheel loaders in Q3 were the Netherlands, Spain, and Poland.

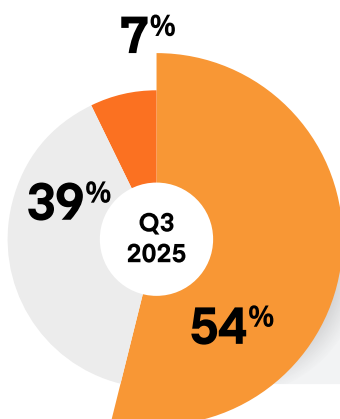
Number of units sold by Ritchie Bros. in Europe



	Q3 2024	Q3 2025
*Median price	€ 21 474	€ 22 579
*Median age	11 years	11 years
*Median usage	7 573 h	7 474 h
Top buyer locations (based on numbers of units sold)	<ol style="list-style-type: none"> Spain Belgium Germany The Netherlands France 	<ol style="list-style-type: none"> The Netherlands Spain Poland Germany Belgium

* The median represents the middle value of a dataset, when all of the values are arranged from smallest to largest.

Top selling brands by volume (based on numbers of units sold)



Buyer locations

- Within Europe
- Within the same country
- Outside Europe





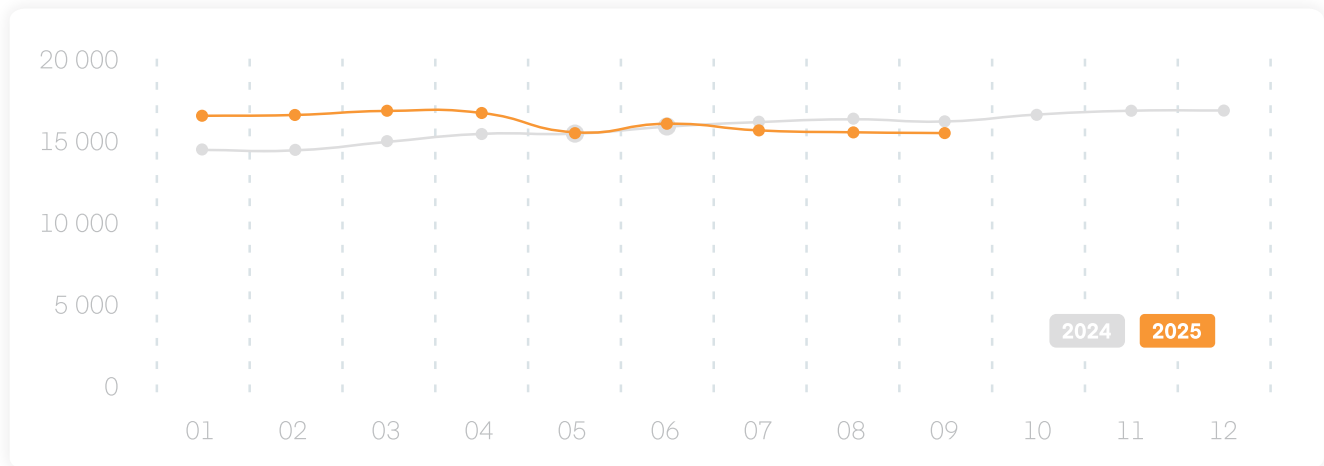
Tractors

Tractors

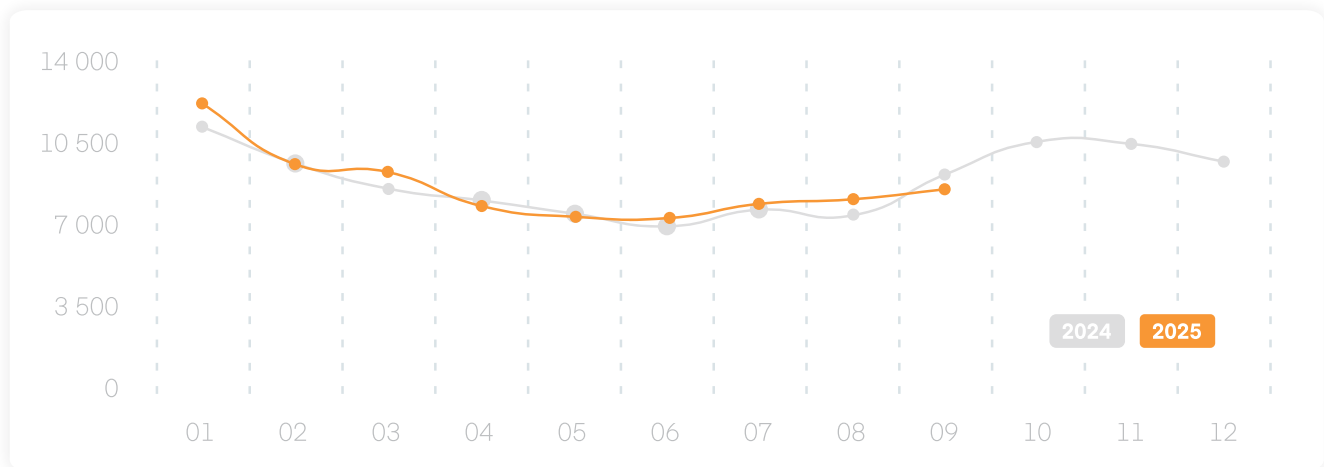
The average volume of tractors listed for sale on Mascus during Q3 2025 increased by 4% compared to the same period last year. Demand for tractors on Mascus (email contact requests and direct calls) grew 3% compared to Q3 2024.

John Deere continued to be the most in-demand brand on Mascus, while New Holland and Massey Ferguson made up the top three. Buyer demand for tractors was strongest in Germany, followed by Sweden and Denmark.

Number of units listed for sale on Mascus in Europe

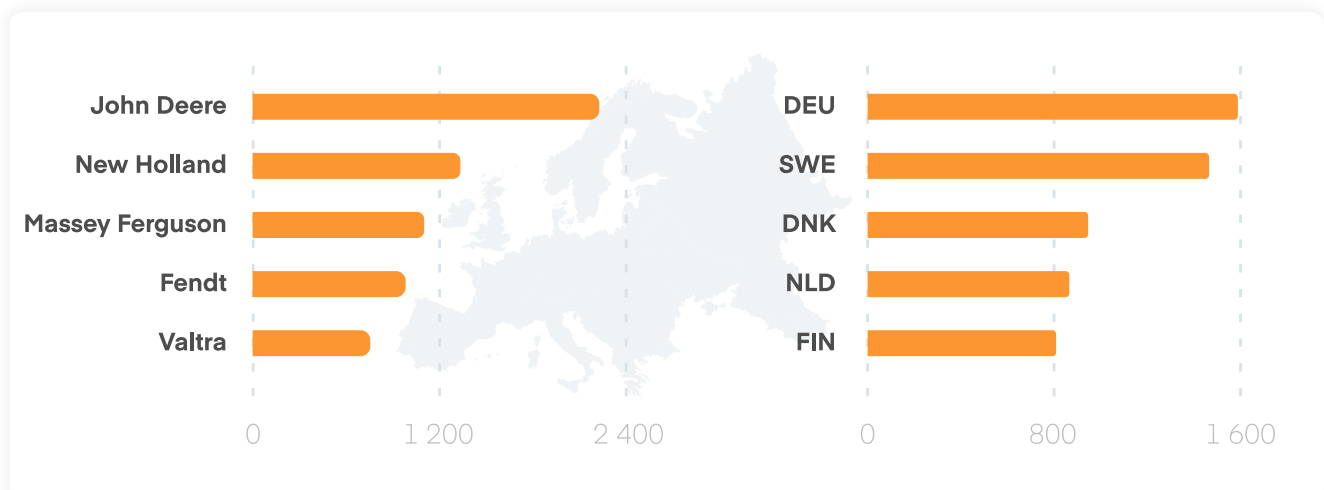


Demand on Mascus - buying enquiries (emails, phone calls) to sellers



Top 5 – Most wanted brands | Most active purchasing by country

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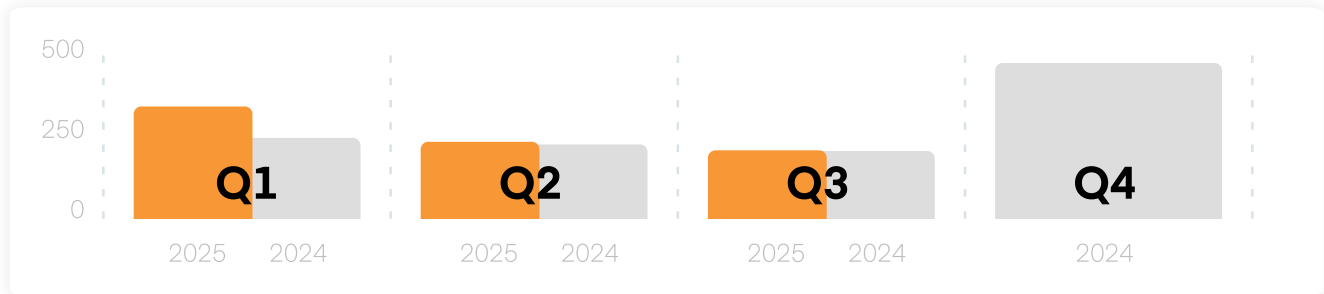


Tractors

The median price for tractors sold at Ritchie Bros. dropped in Q3 2025. It was down 5% compared to the same time period in 2024. Demand was flat, with sales up only 1%. By the number of units sold, New Holland, Claas and Deutz-Fahr were the top 3 brands in Q3. Most popular models sold in Q3 were the Greenstar MK20 mini tractor (median price of €3,010 – 8 units sold) and the Plus Power TT604 (median price of €5,013 – 8 units sold).

By geographic location, more than half of the tractors (59%) were sold to local buyers within the same country, while 38% went to buyers within Europe. The top buying countries of tractors in Q3 were Spain, Germany, and France.

Number of units sold by Ritchie Bros. in Europe



	Q3 2024	Q3 2025
*Median price	€ 36 956	€ 35 123
*Median age	9 years	11 years
*Median usage	4 831 h	5 370 h
Top buyer locations (based on numbers of units sold)	<ol style="list-style-type: none"> Germany Spain Italy Poland France 	<ol style="list-style-type: none"> Spain Germany France Poland The Netherlands

* The median represents the middle value of a dataset, when all of the values are arranged from smallest to largest.

Top selling brands by volume

(based on numbers of units sold)

New Holland

Claas

Deutz-Fahr

Buyer locations

- Within the same country (59%)
- Within Europe (38%)
- Outside Europe (3%)



About Ritchie Bros.

Ritchie Bros. connects equipment buyers and sellers through a global network of auction facilities and online sales channels. Ritchie Bros. brings you multi-channel, trusted solutions that are transparent, fair and convenient.

rb RITCHIE BROS.®

Unreserved online auctions

- ▶ 60 auction sites globally with secured storage & buyer inspection
- ▶ 590+ unreserved auctions a year
- ▶ Certainty of sale

MARKETPLACE-E®

Reserved online marketplace

- ▶ Control over your selling price & timing of sale
- ▶ Convenience of selling where it sits
- ▶ Buyer confidence from IronClad Assurance® equipment condition certification

.MASCUS®

Online classified ad service

- ▶ Fastest growing online equipment listing service with over 600.000 listings
- ▶ Trusted by over 6.000 professional sellers worldwide

rb RITCHIE BROS.®

Inventory, data insights & disposition platform

- ▶ Inventory management system
- ▶ Market trends and pricing tools
- ▶ Maximize value of equipment through choice of disposition

ROUSE®

Data intelligence & performance benchmarking solutions

- ▶ Rental analytics
- ▶ Equipment sales support
- ▶ Fleet appraisals



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Ritchie Bros. Used Equipment Market Trends Report (European Edition) | Q3 2025

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