



The state of used bus market in Europe

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LETTER FROM THE FOUNDERS

In recent years, the used bus sector in Europe has undergone a phase of profound transformation. Public and private transport companies, tourism operators, school fleets and local authorities now operate in a context that is more complex, more regulated and more interconnected than ever before.

Economic pressures, new environmental regulations, the need to invest in sustainable technologies and the increase in demand in emerging countries are clearly changing not only supply, but also the very logic with which operators evaluate, purchase and sell a bus.

In this scenario, one of the main obstacles remains the **lack of standards, data and transparency**. The used market is rich in opportunities, but historically characterized by information asymmetries, incomplete information, non-uniform inspections and very different processes from country to country.

For this very reason we created **Fleequid**: a platform that brings order, method and professionalism to a sector that has always needed it. With our experience - more than 40 years in the bus industry - we work every day to build a reliable European marketplace truly oriented toward industry professionals.

This paper was created to provide operators with an independent and authoritative reference point. A document that combines market data with our interpretation of the sector, based on the volume of inspections carried out through the **TrustReport**, the thousands of vehicles managed and the needs collected every day through direct contact with the market. Our objective is simple: to help industry professionals make more informed, faster and safer decisions.

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BASCO&T CONSULTING

More than 25 years of experience in the public transport, infrastructure and logistics sectors. Specialized in corporate strategy, performance improvement, project financing, corporate restructuring and market analysis. Strong experience both in corporate and consulting environments, with a strong focus on sustainable mobility and innovation.

Edoardo Tartaglia - Founder & CEO at Basco&T Consulting



The state of used bus market in Europe



“ALL THIS VOLATILITY REQUIRES OPERATORS TO DEVELOP A GREATER ABILITY TO INTERPRET TRENDS AND ANTICIPATE CHANGE.”

The used bus market in Europe has transformed in recent years into an **extremely dynamic ecosystem**, where economic, regulatory and operational forces coexist in a balance that is often fragile. To fully understand what is happening, it is not enough to observe prices or transaction volumes; it is necessary to analyze operator behavior, the pressures faced by public and private fleets, and the speed at which purchasing priorities evolve.

One of the most significant factors is the **growing heterogeneity of supply**. The wave of fleet renewals initiated by many local public transport companies, often supported by European and national programs, has generated a **greater availability of Euro 5 and Euro 6 vehicles**, with significant differences between countries in terms of quality, mileage and maintenance standards.

At the same time, in the private sector, especially tourism and long-distance services, **demand has become more selective**, with increasing interest in newer and more efficient vehicles.

On the other hand, the price environment is experiencing a phase of continuous fluctuation. Rising operating costs, delays in the delivery of new vehicles and the impact of inflation generate significant variations depending on the category. While Euro 6 coaches maintain stable and sustained values, some intercity segments show a slight decline, especially in countries where public fleets are disposing of larger volumes.

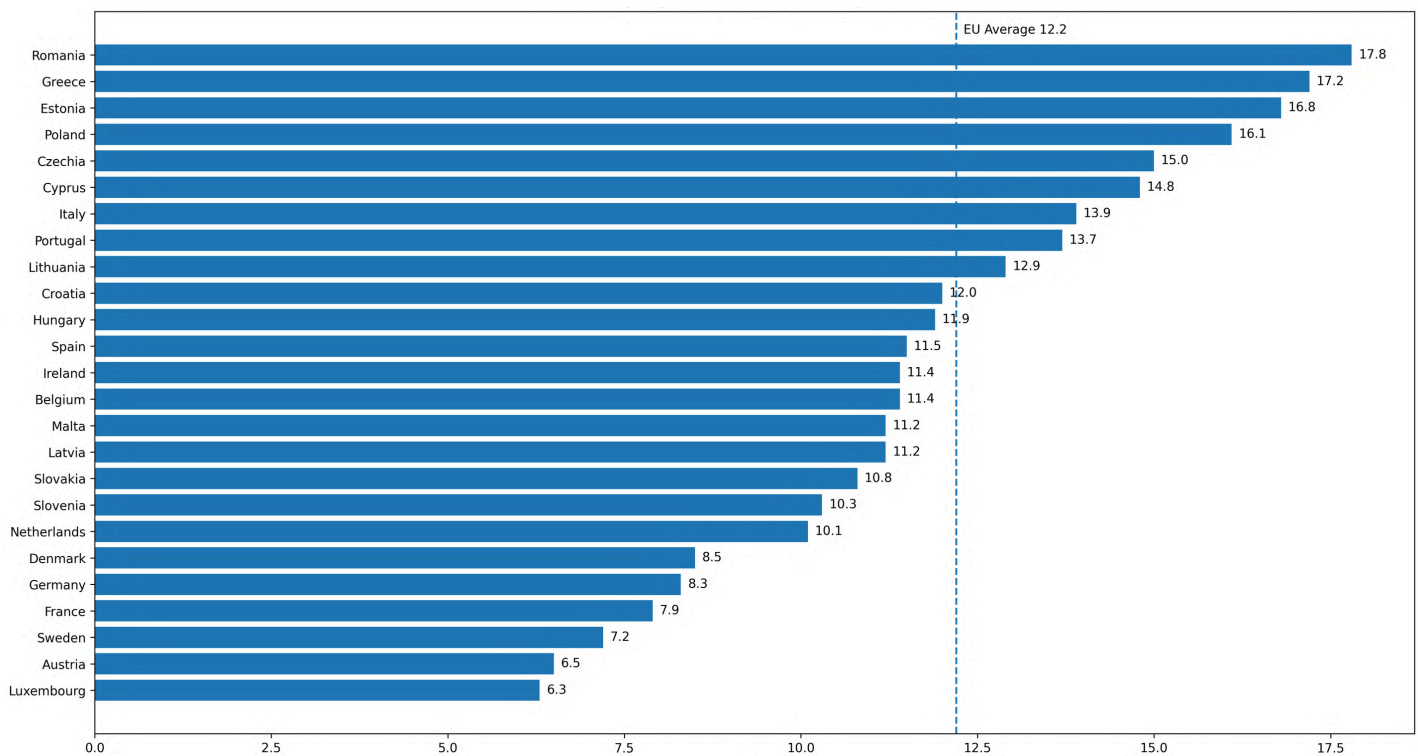
Finally, an often underestimated element is the way in which circulating fleet dynamics influence the used market. High average fleet age, regulatory differences and non-uniform renewal cycles between countries generate very different availability flows, affecting both the average quality of vehicles offered and the market absorption time.

Emerging Trends and New Dynamics

Relevance of the average age of circulating fleet

One element that contributes to defining the structure of the market is the average age of the bus fleet in operation across different European countries. This indicator helps to understand where the pressure toward fleet renewal is concentrated and which markets generate greater availability of relatively recent used vehicles. As shown in the chart, **there are marked differences among the main European countries**, which directly affect supply and demand dynamics in the used market.

Average age of the bus fleet by country (2024 data)



Source: ACEA (avg UE and UE data); Auto.it / ACEA for Italy; ANFAC/ANFAC-Segre for Spain; Transbus for France; TÜV/KBA for Germany

In some European markets such as **Luxembourg, Austria** and **Sweden**, the average age remains **below 7 years**, indicating faster renewal cycles and a **greater future availability of relatively recent buses** on the used market. Conversely, in **Southern and Eastern European** countries the **average age is significantly higher**. Italy (13.9 years) and Portugal (13.7 years) present more mature circulating fleets, a signal of slower renewal cycles and increasing pressure toward fleet modernization.

The age of the fleet influences several aspects: the **quantity of vehicles** entering the used market over time, the **technical quality** of available vehicles, **regulatory pressure** on operators and the **speed of fleet rotation** in both public and private sectors. In countries with younger fleets, the supply of relatively recent used vehicles tends to be more constant and technically homogeneous. In countries with older fleets, internal demand for more modern vehicles tends to generate **stronger import flows**.

Intensification of Cross-Border Exchanges

The search for vehicles with technical specifications suited to operational needs encourages an increase in transactions between countries. This phenomenon is particularly relevant in areas where demand exceeds local supply.

Evolution of Powertrain Technologies

The technological transformation of passenger transport does not proceed uniformly nor along a single direction. The evolution of propulsion technologies shows a sector in which the **energy transition is progressing**, but gradually and with **significant differences** between territories, operators and service types.

In high-density urban contexts, registrations of electric and hybrid buses are growing, while intercity and tourism services still have operational requirements - high range, flexibility and infrastructure availability - that require the continued use of modern internal combustion engines. This leads companies to **build multi-technology fleets** calibrated to their specific operational conditions.

Decarbonization remains a strategic European objective, but it cannot occur as the immediate replacement of one entire technology. It requires investments, multi-year planning, infrastructure maturity and economic sustainability. For this reason, **internal combustion technologies continue to play a relevant role within the overall energy mix**.

To better understand the context in which this evolution takes place, it is useful to observe the size of national markets, since the scale of new registrations indirectly influences the future availability of used vehicles.

New registration EU in 2024 and 2025

Country	Registrations 2025	Registrations 2024	Var %
Germany	6.890	5.382	28%
France	6.258	6.263	~0%
Italy	5.508	6.551	-16%
Spain	3.897	4.060	-4%
Poland	2.683	2.301	17%

Source: Sustainable Bus (France, Germany, Spain); ANFIA / Autobusweb / Next Mobility / EAFO for Italy; samochody-specjalne.pl for Poland

Pressure on Public and Private Fleets

In recent years, pressure on fleets, both public and private, has increased significantly. Operators are now working in a context marked by **delays in the delivery of new vehicles**, **rising maintenance costs** and **stricter environmental regulations** that are accelerating replacement cycles. At the same time, many operators are required to keep buses with an **already high average age** in service, with consequences for reliability and operational continuity.

Added to this is the difficulty of finding qualified drivers, which directly affects service planning and the ability to absorb seasonal or unexpected peaks in demand. In this context, the **used vehicle market** is no longer merely an emergency solution, but a **structural lever**, used to quickly integrate vehicles, temporarily replace units under maintenance or accelerate compliance with regulations without immediate capital investment burdens.

European Market Insights

The Role of Buses in European Mobility

Passenger transport by bus represents a fundamental component of European mobility, both urban and interurban. The indicators presented provide an overview of its relevance within the overall passenger mobility system.

Key Indicators of Bus Transport in Europe

Share of buses in road passenger transport in the EU	7,30%
Public transport trips on urban/suburban buses	32,1 bn (55,7%)
Passenger-kilometers per year	327 bn pkm
Buses in circulation in the EU	699.238
Average age of the EU bus fleet	12,2 years
Bus manufacturing plants in the EU	44
New registrations (2025)	38.238
Change in registrations 2025 vs 2024	+7,46%

Source: ACEA - Commercial Vehicle Registrations 2024-2025

Technology Mix of New Registrations

The technological structure of incoming fleets is a determining factor for anticipating the future composition of the used market. The distribution of registrations by technology shows a transition in progress, although still dominated by traditional powertrains.

Share of new registrations by engine type in Europe

Technology	Registration 2025	Registration 2024
Diesel	62,10%	63,20%
Electric + Hybrid (ECV + HEV)	30,70%	28,30%
Other	7,10%	8,50%

Source: ACEA - Fact Sheet: Buses

The most recent data shows a market still **dominated by diesel engines**, which in 2025 represent about **62% of new registrations**, although slightly decreasing compared to the previous year. At the same time, electrified technologies continue to grow. **Electric and hybrid vehicles** account for about **31% of new registrations**, increasing from 28% in 2024, signaling a **progressive but now structural energy transition** in the sector.

Other alternative technologies represent a smaller share, about 7% of the total, confirming that the path toward decarbonization progresses at different speeds depending on infrastructure availability, national policies and operational requirements of different transport segments.

Acceleration of Electric and Zero-Emission Buses

The transition toward zero-emission solutions mainly affects the urban segment. The adoption of electric buses is rapidly growing among new registrations, although starting from a relatively small base compared to the total fleet.

Key indicators on the electrification of bus transport in Europe

Share of zero-emission urban buses among new city bus registrations in the EU	49%
of which battery-electric	46%
of which fuel-cell	49%
Share of electric buses in total bus sales in Europe	>13%
Share of electric buses in the total European bus fleet	~2%
Share of electrically chargeable buses among new buses sold in the EU (all segments)	12,7%

Source: Transport & Environment (T&E) - Half of new EU city buses were zero-emission in 2024; IEA - Global EV Outlook 2025; ACEA - Fact Sheet: Buses

Conclusion

The **European bus market** is currently experiencing a **complex transformation** phase characterized by non-linear dynamics and strong heterogeneity between countries, segments and operational contexts. The analyzed data show how fleet structure, renewal speed, adoption levels of zero-emission technologies and regulatory pressure are contributing to reshaping the balance between supply and demand.

The growth of new registrations and the increasingly relevant role of electrified technologies indicate **a transition that is underway** but still **far from maturity**. At the same time, the presence of fleets with a high average age and strong variability in replacement cycles suggests that the **used market will continue to be a structural element** of the sector, essential for ensuring operational continuity, cost optimization and greater flexibility in investment decisions.

At the same time, the trends observed confirm that decarbonization cannot be achieved without a **pragmatic approach**: infrastructure, financial resources, and geographical constraints dictate different paths, in which internal combustion and electric power coexist and complement one another. For public and private operators, it will therefore be **essential to rely on solid data**, comparable analyses, and a careful assessment of market trends to guide technical, economic, and strategic decisions.

Fleequid manages a significant volume of transactions and technical inspections every month on vehicles originating from across Europe. The following section presents a summary of data collected between January 1 and December 31, 2025, providing an overview of the main operational trends observed during the period.

Average Prices by Emission Standard and Mileage

Average Price	up to 500.000 km	up to 750.000 km	above 1.000.000 km
Euro 6	128.725€	86.314€	82.980€
Euro 5	28.463€	27.196€	19.209€
Euro 4	19.739€	16.320€	8.837€
Euro 3	11.484€	9.406€	7.507€

Within the European used bus market, a price dynamic clearly correlated both with environmental regulation and with total vehicle mileage emerges. Euro 6 vehicles maintain significantly stronger value retention across all mileage ranges, while from Euro 4 downward a rapid reduction in average price can be observed.

Average Prices by Class and Mileage

Average Price	up to 500.000 km	up to 750.000 km	above 1.000.000 km
City	31.517€	28.189€	16.914€
Intercity	30.233€	21.417€	13.570€
Touristic	89.811€	65.362€	47.511€
Schoolbus	23.227€	10.638€	5.800€

The distribution of prices by usage class confirms structural differences among bus market segments. Tourism coaches maintain significantly higher average values across the different mileage ranges, while urban buses and school buses show a sharper depreciation as mileage increases. Intercity buses remain positioned in an intermediate range.

Average Prices by Class and Emission Standards

Average Price	City	Intercity	Touristic	Schoolbus
Euro 6	60.800€	63.333€	128.280€	41.735€
Euro 5	20.879€	27.509€	39.750€	19.027€
Euro 4	14.093€	18.066€	21.979€	8.250€
Euro 3	7.333€	8.221€	14.985€	3.589€

The combination of vehicle class and environmental regulations shows that Euro 6 vehicles maintain the highest values in every segment, while prices decline progressively as one moves down to lower classes. The passenger vehicle segment remains the most resilient category, confirming more stable demand compared to urban, intercity, and school bus segments.

Brand and Best Sellers Brand/Models by Category

City	Intercity
IVECO, Citelis	MERCEDES-BENZ, Integro
MERCEDES-BENZ, Citaro	IVECO, Crossway
MERCEDES-BENZ, O530	SETRA, S315
SOLARIS, Urbino	TEMSA, Safari
BREDA MENARINIBUS, Vivacity	MERCEDES-BENZ, Citaro
Touristic	Minibus and Schoolbus
IVECO, Magelys	MERCEDES-BENZ, Sprinter
MERCEDES-BENZ, Tourismo	IVECO, Daily
Irisbus, New Domino	IVECO, A50
IRIZAR, I6	IVECO, Cacciamali
King Long, XMQ6900	KINGLONG, XMQ6800



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