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Used Semi Truck Market - Global Industry Size, Share, Trends, Opportunity, And Forecast, Segmented By Vehicle Type (Light-Duty Truck, Medium-Duty Truck, and Heavy-Duty Truck), By Propulsion Type (ICE and Electric), By Sales Channel (Franchised Dealer, Independent Dealer and Customer to Customer), By Region & Competition, 2021-2031F

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Abstracts

The Global Used Semi Truck Market is projected to expand from USD 15.31 Billion in 2025 to USD 20.68 Billion by 2031, registering a CAGR of 5.14%. This market involves the exchange of pre-owned heavy-duty commercial vehicles, often known as tractor-trailers, which are essential for long-haul freight logistics. Growth in this sector is primarily driven by the significant cost savings these units provide compared to factory-new models, enabling fleet operators to scale their businesses with reduced capital outlay. Additionally, the immediate availability of used inventory acts as a critical incentive for logistics companies seeking to avoid the prolonged manufacturing lead times associated with new vehicle orders to meet increasing e-commerce transportation needs.

Despite these benefits, the market encounters a major hurdle in the form of asset value volatility, which introduces financial uncertainty for dealerships and fleet managers trying to forecast depreciation. This instability is frequently worsened by fluctuating freight rates and inventory surpluses. Data from the National Automobile Dealers Association indicates that in 2024, the average transaction price for a used Class 8 truck dropped to $59,292 in November, representing a 4.4% decrease compared to the same period in the prior year.

Market Driver

Rising prices and prolonged lead times for new vehicles are driving logistics providers to seek pre-owned alternatives to ensure operational continuity. As original equipment manufacturers grapple with production constraints and stricter environmental regulations, the capital investment required for factory-new units has increased, making them less feasible for carriers operating on thin margins. This cost disparity is particularly pronounced when comparing next-generation vehicle technologies to standard diesel units; FreightWaves reported in May 2024 that a major fleet operator noted a cost difference of approximately $200,000 to $300,000 between new Class 8 battery-electric vehicles and traditional internal combustion engine tractors. Consequently, fleet managers are redirecting capital to the secondary market to bypass these high entry costs and avoid the scheduling delays linked to new production slots.

Simultaneously, a growing preference for cost-effective fleet expansion is influencing transaction volumes as carriers leverage depreciated asset values to scale operations. With the freight sector enduring economic pressure, operators are prioritizing procurement strategies that minimize financial exposure and optimize immediate returns. This strategic shift toward affordable used inventory has fueled a measurable rise in market activity despite broader economic headwinds. According to Transport Topics in December 2024, used Class 8 truck sales volumes reached 23,800 units in October, a 10.7% increase compared to the previous year. This robust demand has effectively begun to deplete available stock; Sandhills Global noted in 2024 that used heavy-duty truck inventory levels declined by 11.19% year-over-year in November, signaling a tightening supply as buyers actively acquire accessible units.

Market Challenge

Asset value volatility represents a significant obstacle to the sustainable growth of the Global Used Semi Truck Market. This unpredictability in pricing models establishes a precarious financial environment for dealerships and fleet managers who depend on stable residual values to accurately forecast depreciation and estimate total ownership costs. When asset values fluctuate erratically, stakeholders face heightened risks in inventory management and trade-in valuations, often leading to hesitation regarding capital allocation for fleet renewal. This uncertainty directly impedes market liquidity, as buyers postpone purchasing decisions to avoid acquiring assets that may rapidly lose equity in a turbulent economic climate.

The consequences of this price instability are evident in recent market performance metrics, which highlight the difficulty in preserving asset value. The Used Truck Association reported that in 2025, the auction value for used day cab trucks recorded a year-over-year decline of 7.32% in November. Such consistent devaluation erodes the borrowing base for transport companies that rely on asset-backed financing to fund operations, thereby restricting their purchasing power and limiting overall transaction volumes within the used vehicle sector.

Market Trends

The widespread adoption of Digital Sales Platforms and Virtual Vehicle Inspection Technologies is fundamentally transforming asset liquidation, shifting the industry from physical lot limitations toward globalized virtual marketplaces. Sellers are utilizing remote inspection tools and high-definition imagery to market inventory to a wider buyer base, ensuring faster turnover regardless of geographical barriers. This digital transition has led to a surge in online inventory availability as dealers prioritize web-based visibility to capture remote demand and manage surplus stock efficiently. According to Commercial Truck Trader in December 2024, the volume of commercial trucks listed for sale on their digital marketplace rose by 37.2% year-over-year, reflecting this aggressive shift toward online procurement channels.

Concurrently, the emergence of a Secondary Resale Market for Electric and Alternative Fuel Commercial Vehicles is creating a new segment within the used truck ecosystem. As early-adopter fleets cycle out their initial battery-electric units, the industry is witnessing the first substantial wave of these assets entering resale channels, necessitating the establishment of new valuation benchmarks distinct from internal combustion pricing models. This influx of next-generation inventory is currently characterized by high depreciation rates as the market attempts to determine residual values for aging battery technologies. According to Work Truck Solutions in October 2024, the average price of used battery-electric work trucks declined by 25.9% year-over-year, illustrating the steep initial depreciation curves defining this nascent resale sector.

Key Market Players

- Gordon Truck Centers Inc.
- Volvo AB Class B
- International Used Trucks

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Truckworld

Paccar Inc.

Ryder System Inc.

Isuzu Motor Ltd.

General Motors Company

Ford Motor Company

Arrow Truck Sales Inc.

Report Scope

In this report, the Global Used Semi Truck Market has been segmented into the following categories, in addition to the industry trends which have also been detailed below:

- Used Semi Truck Market, By Vehicle Type
  - Light-Duty Truck
  - Medium-Duty Truck
  - Heavy-Duty Truck
- Used Semi Truck Market, By Propulsion Type
  - ICE
  - Electric
- Used Semi Truck Market, By Sales Channel
  - Franchised Dealer

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Independent Dealer

Customer to Customer

Used Semi Truck Market, By Region

North America

United States

Canada

Mexico

Europe

France

United Kingdom

Italy

Germany

Spain

Asia Pacific

China

India

Japan

Australia

South Korea

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South America

Brazil

Argentina

Colombia

Middle East & Africa

South Africa

Saudi Arabia

UAE

Competitive Landscape

Company Profiles: Detailed analysis of the major companies present in the Global Used Semi Truck Market.

Available Customizations:

Global Used Semi Truck Market report with the given market data, TechSci Research offers customizations according to a company's specific needs. The following customization options are available for the report:

Company Information

Detailed analysis and profiling of additional market players (up to five).

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