



2024

TB/AUCTIONS
**MARKET
PULSE**

troostwijk
auctions

A TB/AUCTIONS BRAND

Insights into Europe's B2B
Digital Auctions in 2024

Table of contents

3 TBAuctions Market Pulse

5 Core Industry Verticals

9 Highlight Vertical - Agriculture

10 Chaser Bins

11 Harvesters

12 Planters

13 Tractors

14 Highlight Vertical - Construction & Earthmoving

15 Backhoe Loaders

16 Dumpers

17 Excavators

18 Wheel Loaders

19 Highlight Vertical - Transport & Logistics

20 Aerial Work Platforms

21 Dumper Trailers

22 Forklift Trucks

23 Telescopic Handlers

24 Trucks

25 Our Brands

TBAuctions Market Pulse

Insights into Europe's Digital Auctions

Welcome to the first edition of TBAuctions' Market Pulse, your source for insights into the European used industrial equipment market. With this report, we will provide key trends and data-driven analysis, helping you navigate market developments, pricing dynamics, and shifts in demand across various equipment categories.

This edition offers an overview of the used industrial equipment landscape, along with focused insights into select machinery segments. While this is just a glimpse of the vast inventory available across our brands, it highlights key asset trends and price movements shaping the market.

About Us

As Europe's leading digital auction platform for B2B machinery and equipment, TBAuctions connects buyers and sellers across borders, ensuring efficient, sustainable, and value-driven transactions. Through our 9 trusted brands: Klaravik, Troostwijk Auctions, Surplex, Auksjonen, PS Auction, British Medical Auctions, Vavato, HT Auctions & Valuations, and Auktionshuset dab - we connect **185K monthly lots** to our **750K bidders** through our intelligent auctioning technology, helping over **45K sellers** maximize asset value and contribute to the circular economy.

185K

lots auctioned per month

177M

website visits per year

750K

annual unique
active bidders

45K

annual unique
active sellers

1.5B

net auction sales (EUR)

170

countries we sell to

This report showcases developments between 2023 and 2024 across various verticals. It then delves into auction trends for primary lots* of key products within three core sectors: Agriculture, Transport & Logistics, and Construction & Earthmoving.

Heavy equipment auction trends



Pricing index:** Insights into lot prices across categories unadjusted for product mix.



Top-selling brands: The manufacturers leading supply in auctions.



Asset age & average price: A look at how equipment moves through the secondary market.



Regional buyer trends:

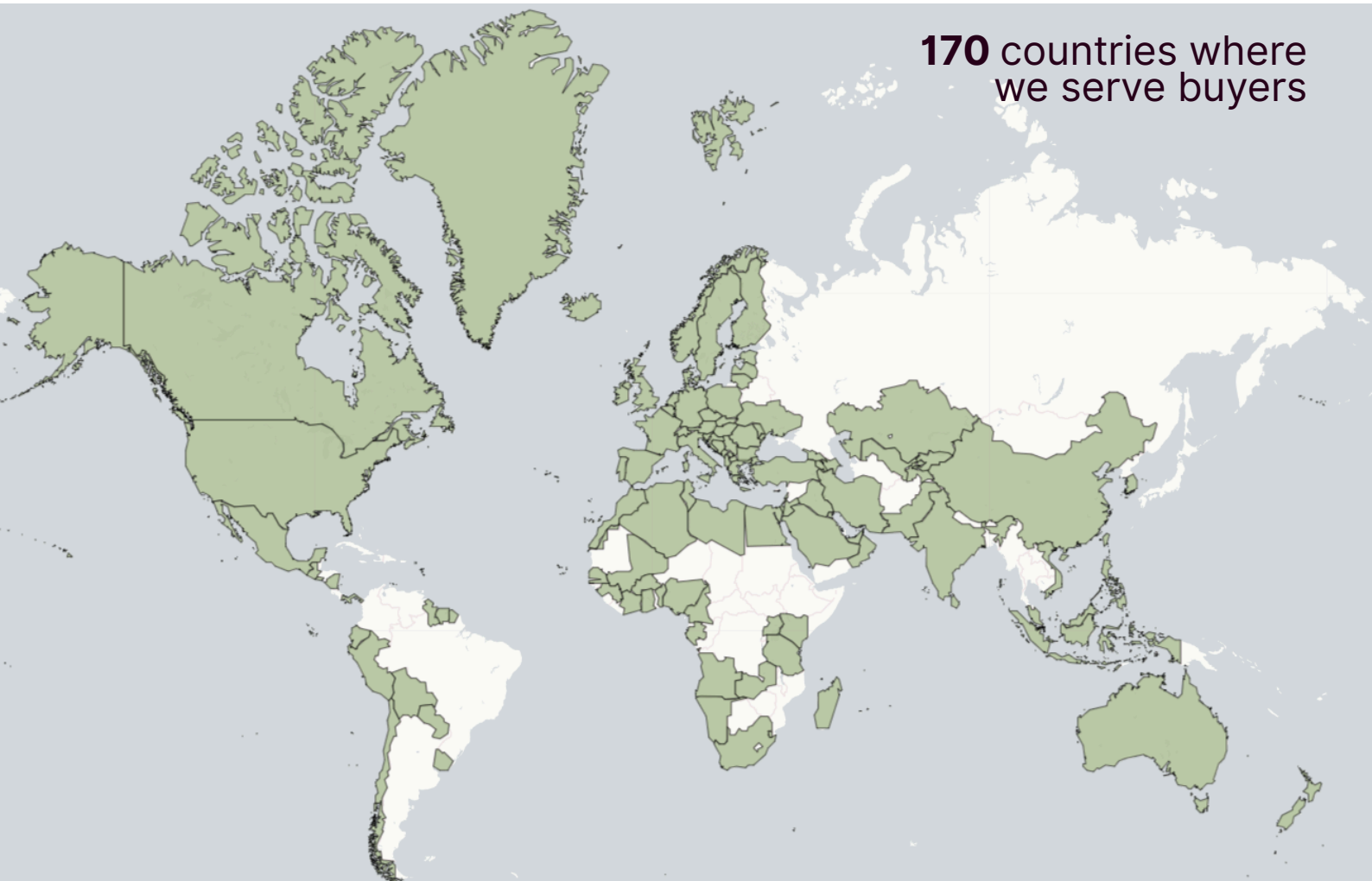
Understanding where demand is strongest across our 170-country buyer base.

With over 200 views/lot, TBAuctions is at the forefront of transforming industrial asset sales. Whether you are a buyer, seller, or industry expert, our data-driven insights will help you navigate this dynamic market.

If you would like to explore our full range of available assets, we invite you to visit our brands. If you are looking for insights on specific equipment not covered here, you can contact our sales representatives.

Thank you for joining us for the first edition of the **TBAuctions Market Pulse** - let's dive into the latest auction trends!

170 countries where we serve buyers



*Primary lots are our lots >1K in value, low value ancillary items are often published with those in our auctions

**Prices normalized on a raw index based on average 2023 Auction data

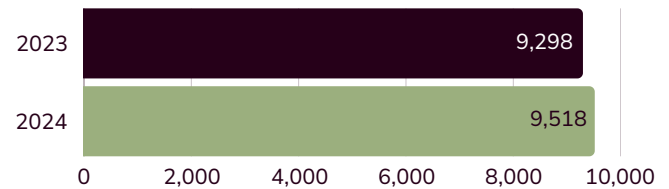
CORE INDUSTRY VERTICALS

AGRICULTURE

The Agriculture vertical includes machinery and equipment used in farming operations, from tractors to harvesters and seeding tools. In 2024, auction volume increased by 14.8%, while average lot values grew slightly (2.4%). Klaravik, our Nordic brand, has a strong foothold in the vertical, amount to 63% of all lots.

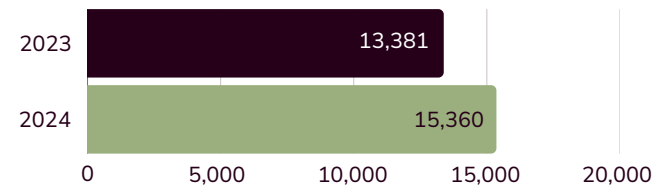
Average lot value

In €



Lots sold

products



16.1 average
bidders per lot

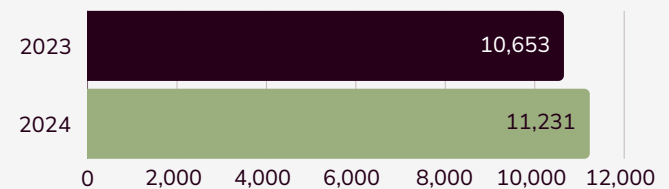
26.7%  cross-border lots

CONSTRUCTION & EARTHMOVING

Construction & Earthmoving covers heavy machinery used in construction, excavation, demolition, and site development projects. In 2024, auction volume increased by 18.6%, while average lot values grew by 5.4%. On average these products attracted over 14 unique bidders per lot whilst nearly a third of the items were exported cross border.

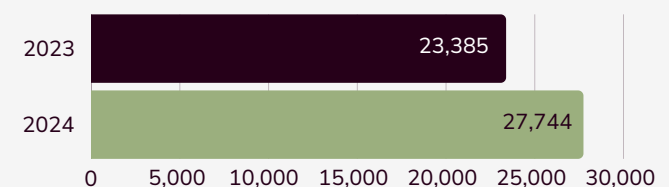
Average lot value

In €



Lots sold

products



14.5 average
bidders per lot

32.5%  cross-border lots

MEDICAL

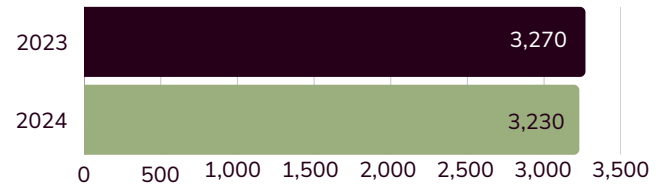
4.3 average
bidders per lot

70.9%  cross-border lots

Medical includes high-demand items such as defibrillators, dialysis machines, imaging systems, and anesthesia equipment. In 2024, auction volumes declined by 4.4%, while average lot values held steady. Given our foothold in the UK, the vertical's performance was impacted by changes in NHS surplus management, as the health service shifted towards centralized procurement and tighter asset control.

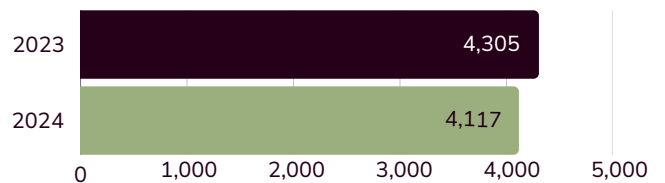
Average lot value

In €



Lots sold

products



TRANSPORT & LOGISTICS

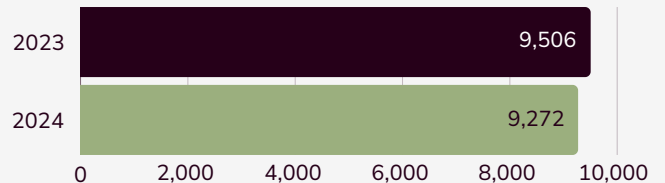
15.7 average
bidders per lot

35.3%  cross-border lots

Transport & Logistics consists of trucks, trailers, and other handling equipment used for moving goods across supply chains. In 2024, auction volume increased by 25.3%, while average lot values declined by 2.5%. The popularity of this vertical can be seen on the over 15 bidders per lot.

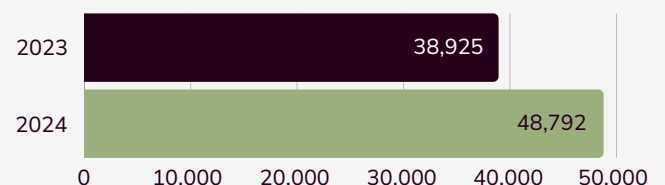
Average lot value

In €



Lots sold

products

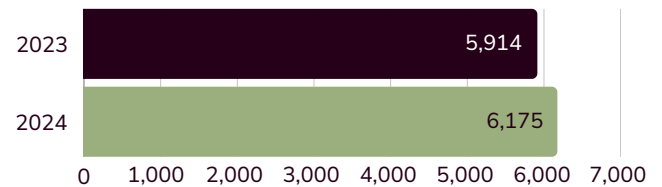


METALWORKING

Metalworking includes tools and equipment for cutting, shaping, and assembling metal parts, essential in manufacturing and repair industries. Our Benelux brand, Troostwijk, has a strong foothold in the vertical, making up 53% of all sold items. In 2024, market activity contracted by 8.5%, while average lot values rose 4.4%. The majority of sales was cross-border.

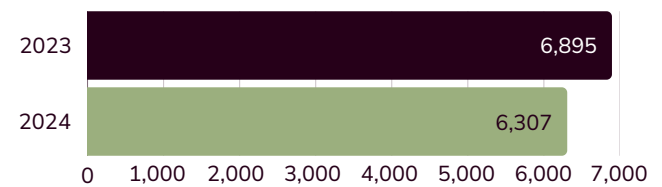
Average lot value

In €



Lots sold

products



9.9 average
bidders per lot

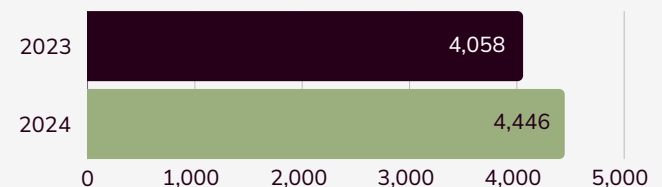
61.9%  cross-border lots

WOODWORKING

Woodworking features machinery for carpentry, furniture making, and industrial-scale wood processing. In 2024, volume contracted by 1.6%, while lot values grew by 9.6%. On average, each item attracted more than 8 unique bidders.

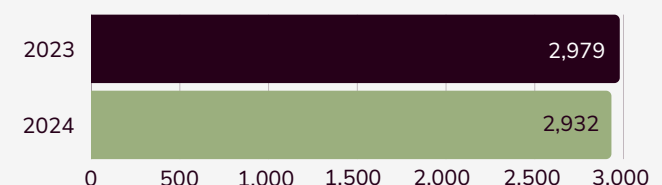
Average lot value

In €



Lots sold

products



8.3 average
bidders per lot

45.2%  cross-border lots

HIGHLIGHT VERTICAL

AGRICULTURE

Selected key products



Chaser Bins

Chaser Bins are vital in agricultural settings for transporting harvested grain from the field to storage or trucks. There was a surge in demand in 2024, with a +18.3% increase in volume from 2023, paired with a increase in prices of 4.3%. Median age remained stable.



Harvesters

Harvesters are central to mechanized agriculture & forestry, allowing for efficient crop collection and processing. In 2024, a total of 1,032 (+0.3%) lots were sold for an average price of €24,368, a +6.0% rise when compared to 2023, despite the one year increase in median age.



Planters

Planters play a key role in precision agriculture by ensuring uniform seed distribution. In 2024, volume grew 51.7%, with an increased preference for newer machines than previously, partially explaining the +5.0% increase in average lot value.

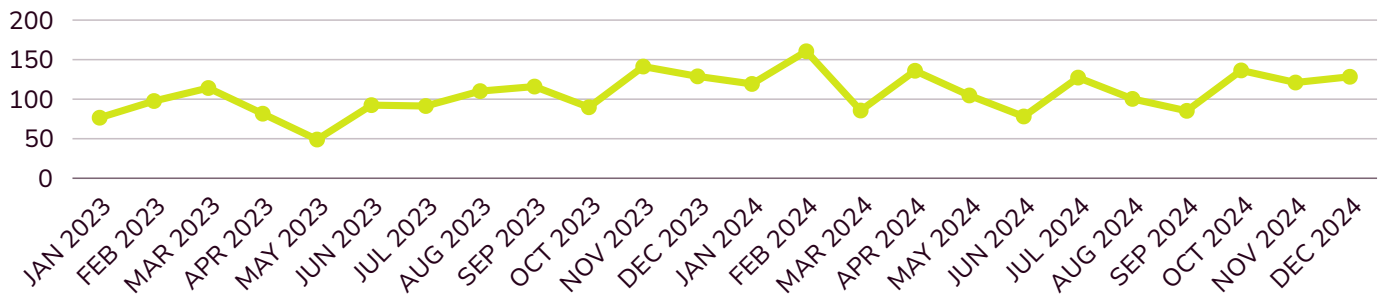


Tractors

Tractors are foundational in agriculture, used for tillage, planting, and a wide range of field operations. Both tracked and wheeled tractors are summarized in this category. The market for tractors displayed growing demand, leading to an increase in volume of +12.1% in 2024. Average prices rose to €19,838 (+8.1%), while machinery age remained flat. The most sold brand was John Deere.

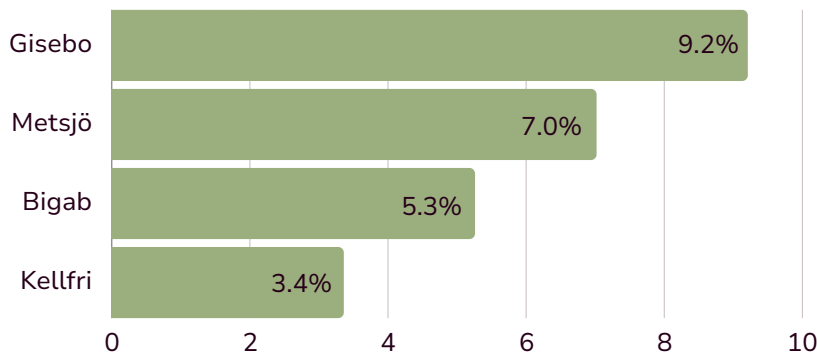
Chaser Bins

Mixed Price Index*



Brands

% items sold in 2024



Lots sold

2024

536

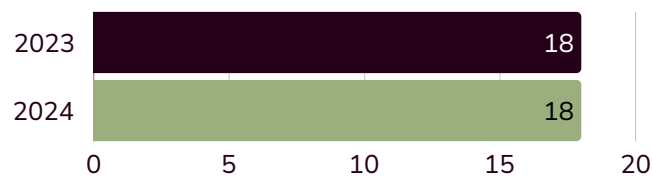
Change YoY

Total items sold

18.3%

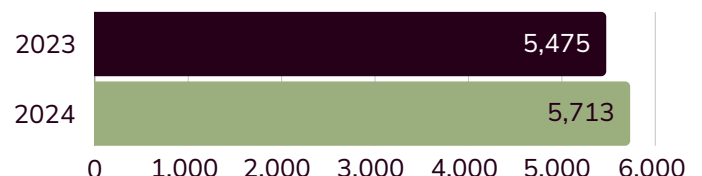
Median Age

In years



Average lot value

In €



Buyer Region

items sold

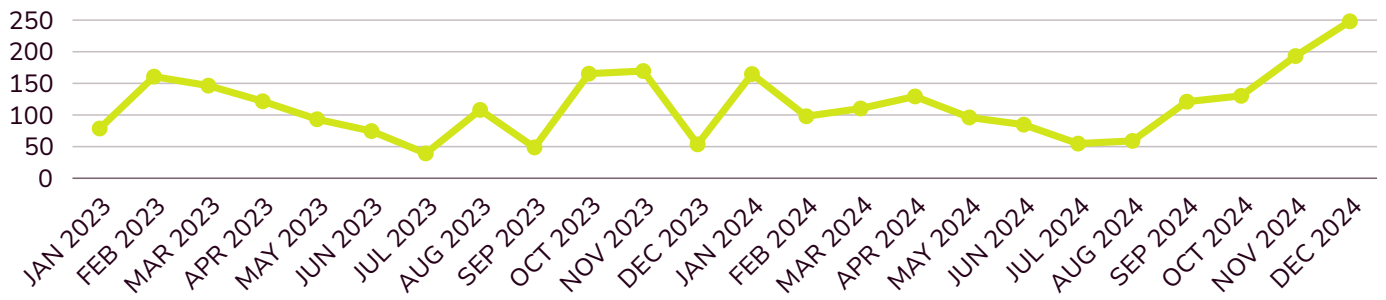


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10 *Prices normalized on a raw index based on 2023 Auction data. Limited number of lots, age and product size discrepancies may lead to high variance in price

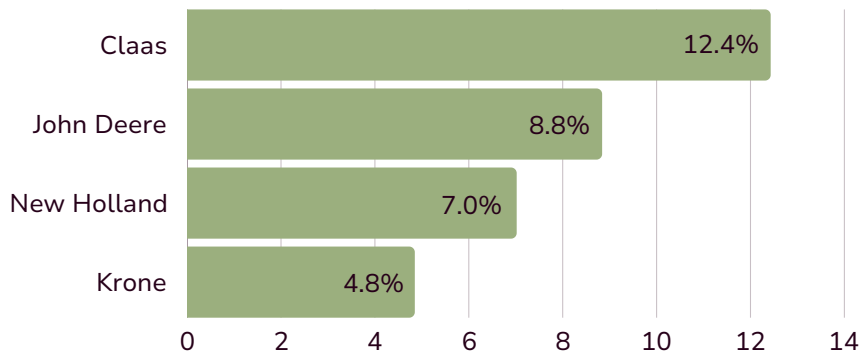
Harvesters

Mixed Price Index*



Brands

% items sold in 2024



Lots sold

2024

1,032

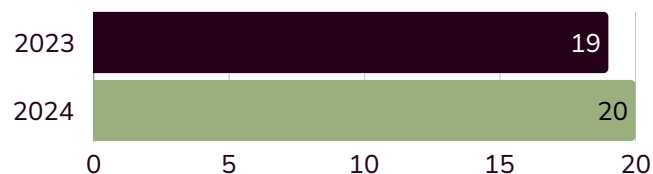
Change YoY

Total items sold

0.3%

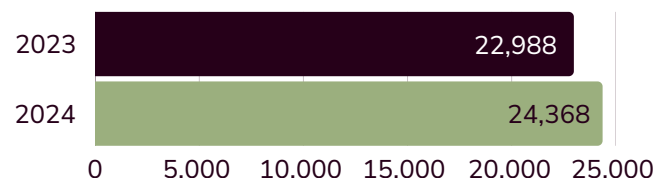
Median Age

In years



Average lot value

In €



Buyer Region

items sold

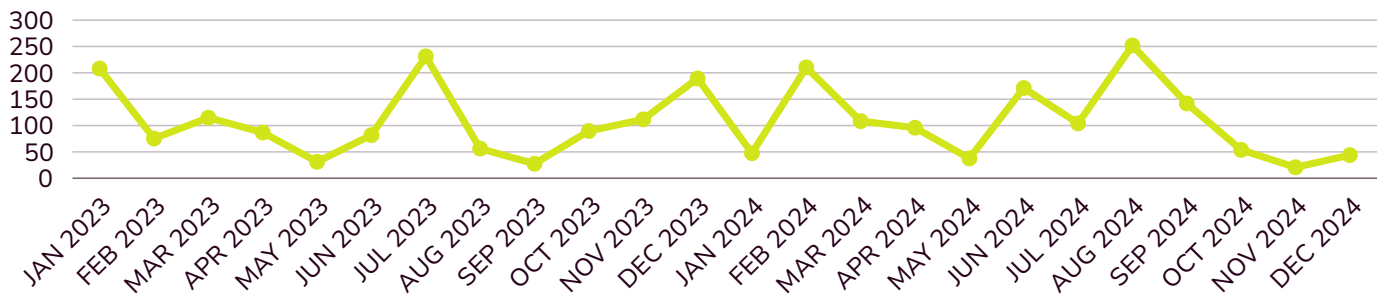


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11 *Prices normalized on a raw index based on 2023 Auction data. Limited number of lots, age and product size discrepancies may lead to high variance in price

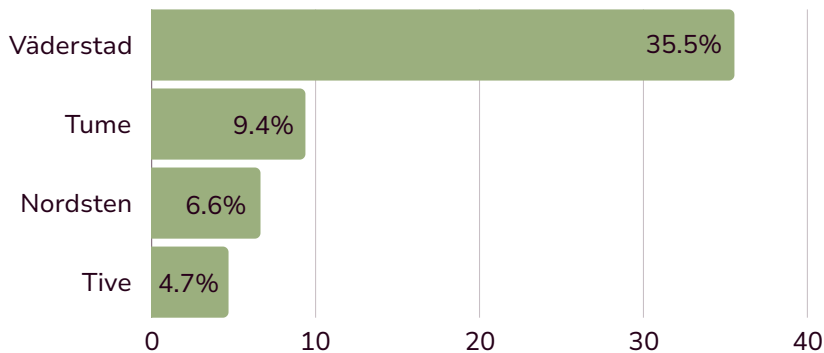
Planters

Mixed Price Index*



Brands

% items sold in 2024



Lots sold

2024

229

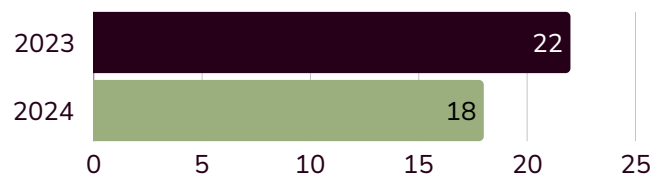
Change YoY

Total items sold

51.7%

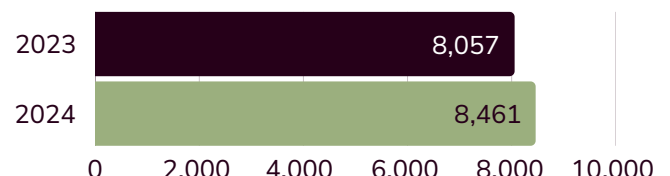
Median Age

In years



Average lot value

In €



Buyer Region

items sold

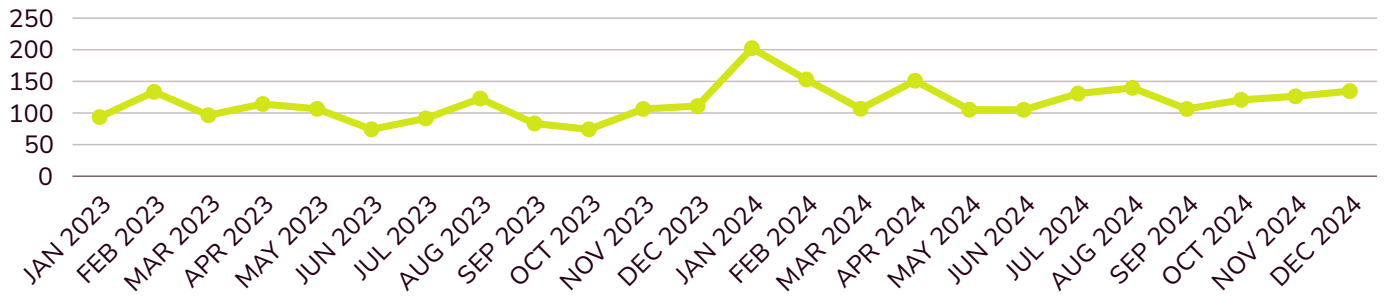


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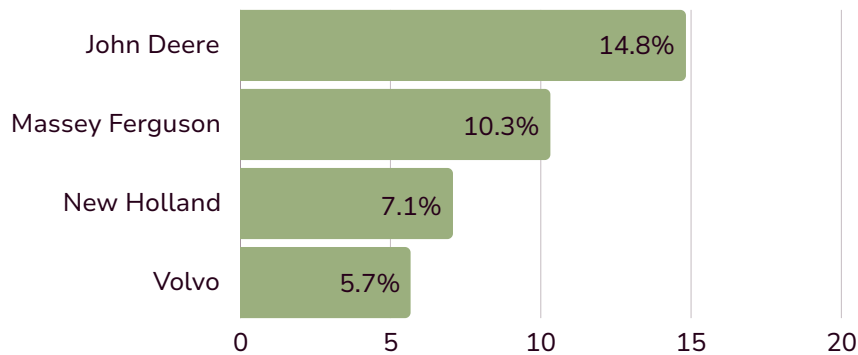
Tractors

Mixed Price Index*



Brands

% items sold in 2024



Lots sold

2024

3,253

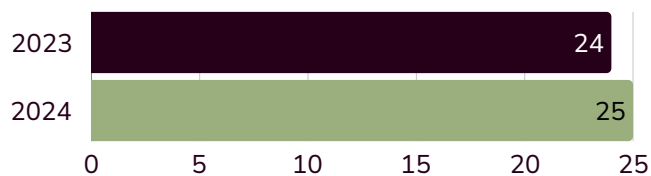
Change YoY

Total items sold

12.1%

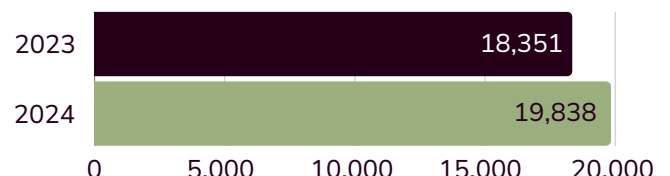
Median Age

In years



Average lot value

In €



Buyer Region

items sold



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13 *Prices normalized on a raw index based on 2023 Auction data. Limited number of lots, age and product size discrepancies may lead to high variance in price

HIGHLIGHT VERTICAL

CONSTRUCTION & EARTHMOVING

Selected key products



Backhoe Loaders

Backhoe Loaders are versatile machines used in both construction and agriculture for excavation and material handling. Activity in 2024 was marked by a +38.4% increase in volume, while lot values were flat despite the slight increase in demand for newer machines. Huddig was the most successful brand, amounting to 29.1% of lots sold.



Dumpers

Dumpers are essential for moving bulk materials in construction and mining environments. Items sold went up +33.8% in 2024, and we observed a strong demand for newer products. This drove the average price to increase +8.3% from 2023. Northern Europe displayed the strongest demand, representing 53.7% of all lots sold.



Excavators

Excavators are a core machine for earthmoving, trenching, and demolition across industries. This category covers both large and mini-excavators. Volume grew +16.3% year-on-year and prices rose +4.9%, partially due to growing demand for larger and newer excavators.

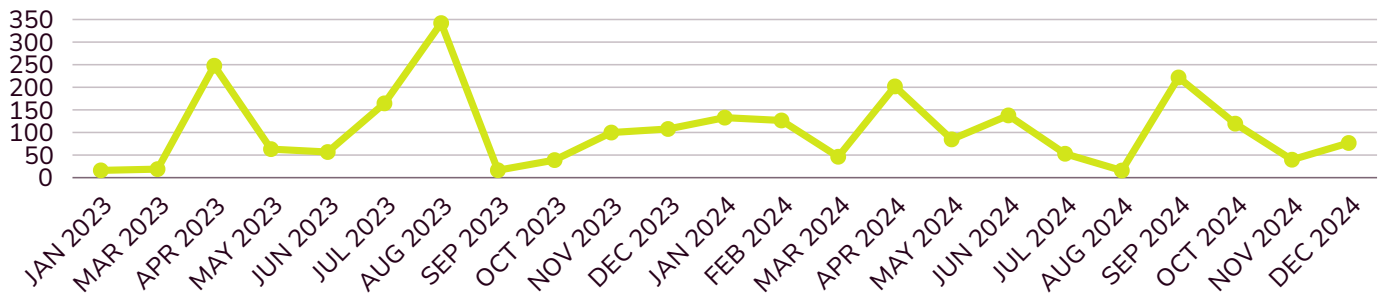


Wheel Loaders

Wheel Loaders are essential for material handling in mining, construction, and quarry operations. Volume for these machines grew +18.1% in 2024, with prices rising +3.3% up to €27,984. Volvo was the leading brand, making up over a third of machines sold.

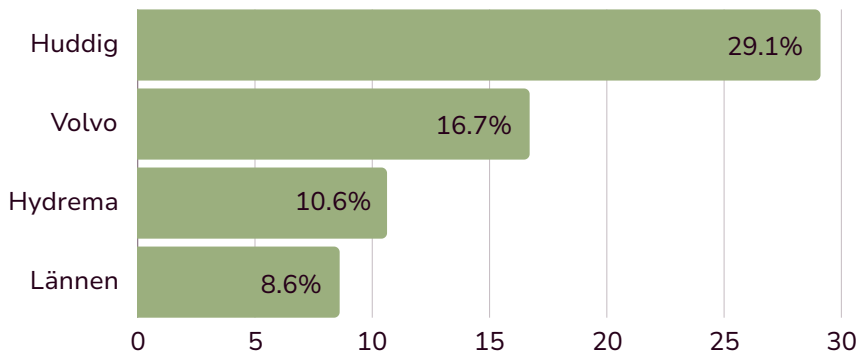
Backhoe Loaders

Mixed Price Index*



Brands

% items sold in 2024



Lots sold

2024

303

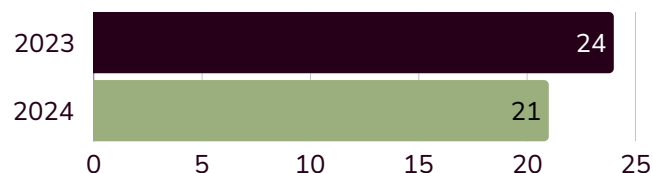
Change YoY

Total items sold

38.4%

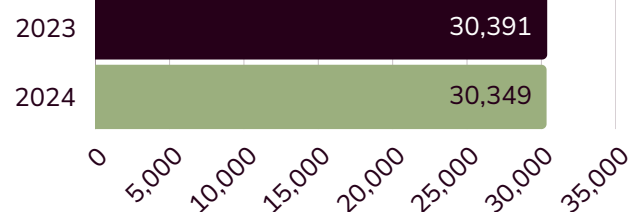
Median Age

In years



Average lot value

In €



Buyer Region

items sold

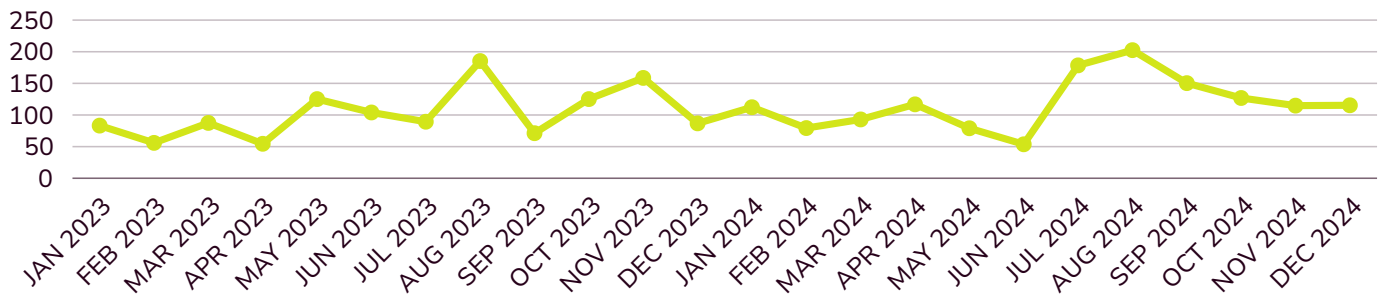


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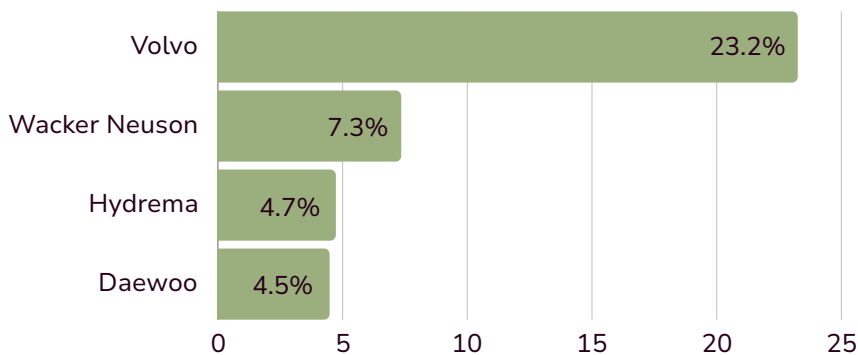
Dumpers

Mixed Price Index*



Brands

% items sold in 2024



Lots sold

2024

745

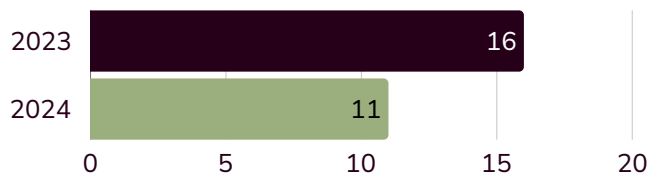
Change YoY

Total items sold

33.8%

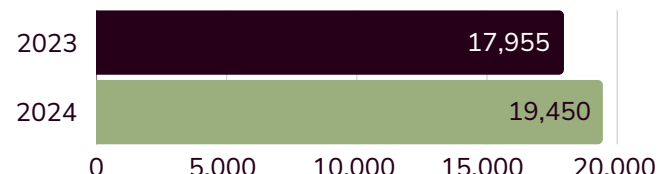
Median Age

In years



Average lot value

In €



Buyer Region

items sold



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16 *Prices normalized on a raw index based on 2023 Auction data. Limited number of lots, age and product size discrepancies may lead to high variance in price

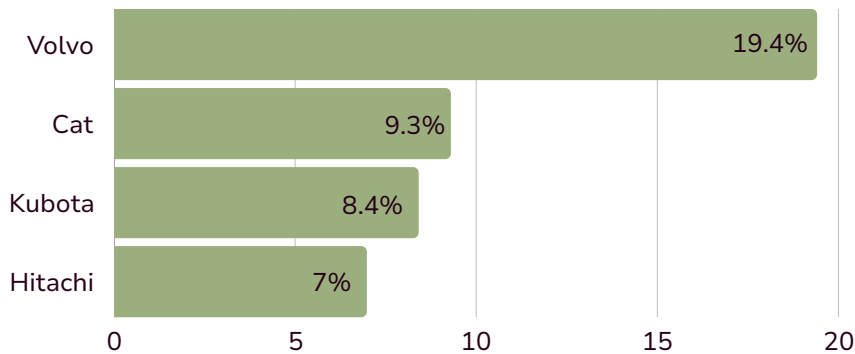
Excavators

Mixed Price Index*



Brands

% items sold in 2024



Lots sold

2024

4,170

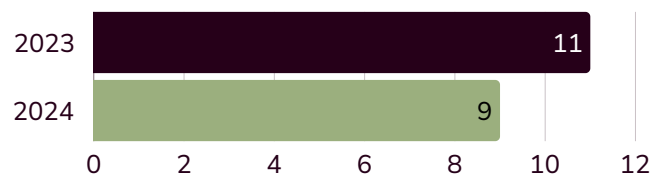
Change YoY

Total items sold

16.3%

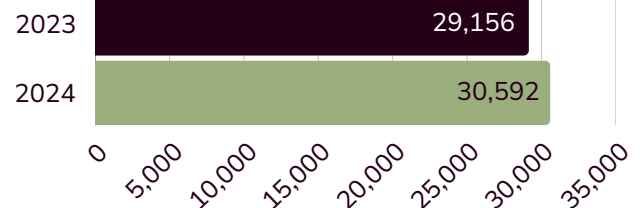
Median Age

In years



Average lot value

In €



Buyer Region

items sold

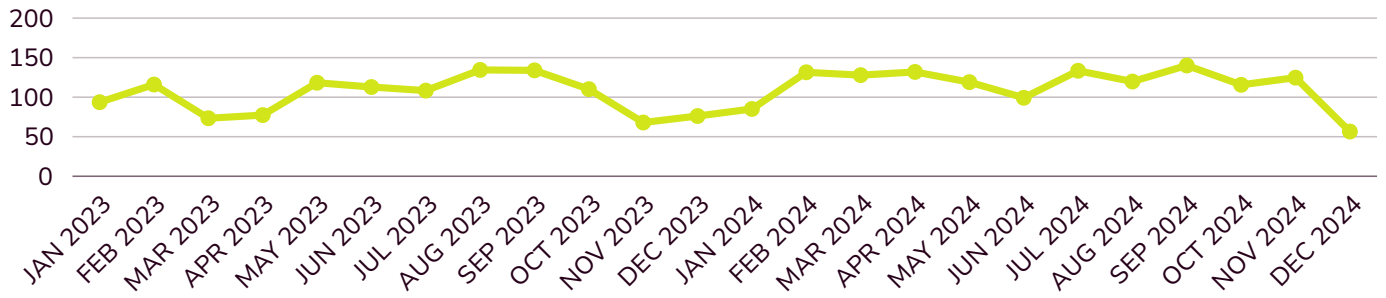


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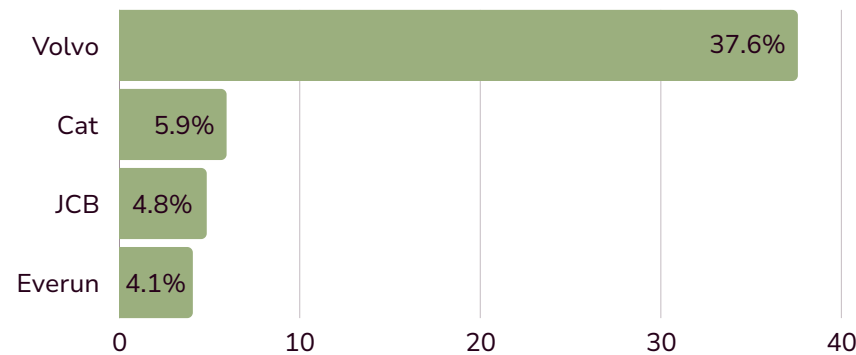
Wheel Loaders

Mixed Price Index*



Brands

% items sold in 2024



Lots sold

2024

2,092

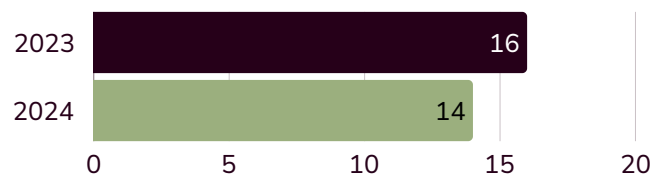
Change YoY

Total items sold

18.1%

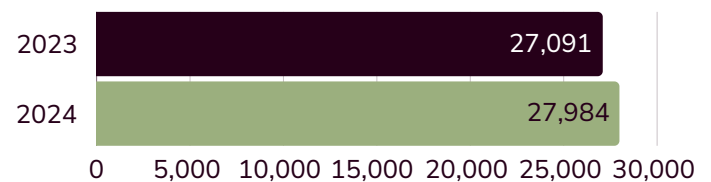
Median Age

In years



Average lot value

In €



Buyer Region

items sold



Data displays only primary lots (>1K in value). Low value ancillary items are often published with those in our auctions.

18 *Prices normalized on a raw index based on 2023 Auction data. Limited number of lots, age and product size discrepancies may lead to high variance in price

HIGHLIGHT VERTICAL

TRANSPORT & LOGISTICS

Selected key products



Aerial Work Platforms

Aerial Work Platforms are widely used for elevated access in construction, logistics, and maintenance tasks. Demand increased significantly in 2024, with volumes up +40.8% from previous year. Average lot value went down to €5,781 (-9.9%), despite increased demand for newer products with a median age of 13 years. Genie and JLG lead the way as the most bought manufacturers, making up nearly 46% of sold lots.



Dumper Trailers

Dumper Trailers support logistics in farming and construction by transporting loose materials over short distances. There was a minor decline in demand of -4.4% in 2024 and lot value declined slightly (-1.1%) while the products had no change in age. Northern Europe displayed the highest activity, representing 66.9% of all items.



Forklift Trucks

Forklifts are indispensable in warehousing, logistics, and manufacturing for internal goods movement. Both electric and diesel forklifts are covered in this category. There was an increase of +14.7% in the amount of lots sold, combined with a slight increase in prices of +0.6%. Western Europe (37.6%) was the main market for these machines, and Linde was the most sought out brand.



Telescopic Handlers

Telehandlers offer lifting and material handling flexibility in agriculture and construction. Demand increased significantly in 2024, with volumes up +32.1% year-over-year, albeit from a limited baseline. Average lot value moved down to €28,912 (-7.4%), displaying a bias for more compact models, and median age decreasing 1 year.

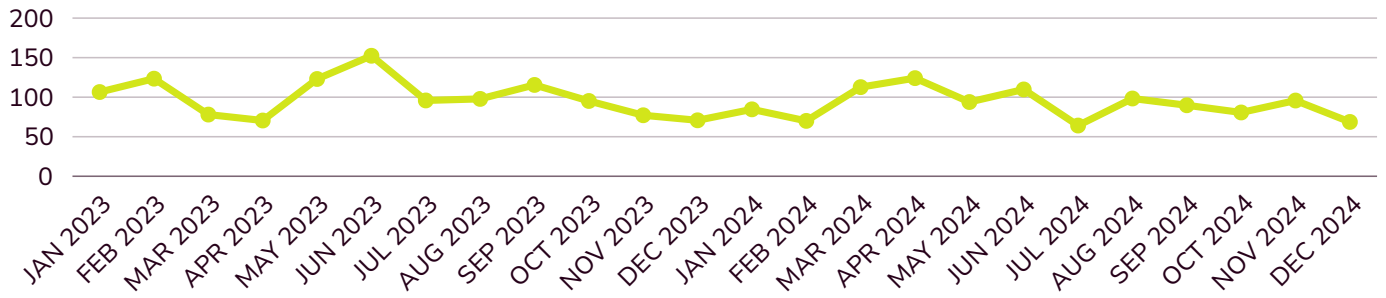


Trucks

Trucks support material and equipment transport across nearly all industrial sectors. Multiple types of trucks are summarized in this category. Demand for these vehicles continue to grow, with volumes up +10.9% from 2023. Average lot value regressed to €24,248 (-2.2%), despite the median age decreasing 1 year. Northern Europe represents 54.2% of all lots sold, with Scania & Volvo making up over half of all vehicles sold.

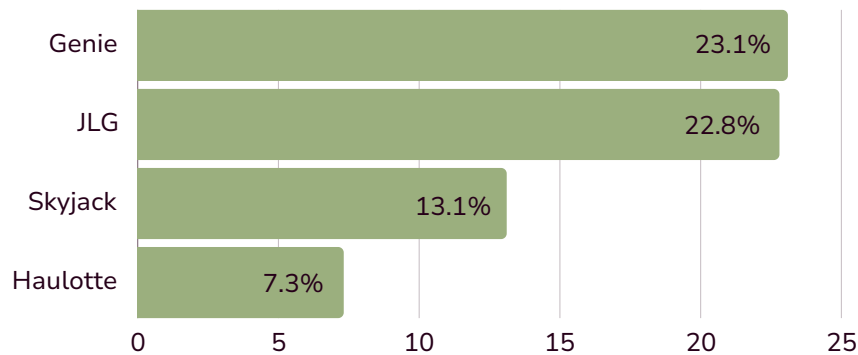
Aerial Work Platforms

Mixed Price Index*



Brands

% items sold in 2024



Lots sold

2024

3,326

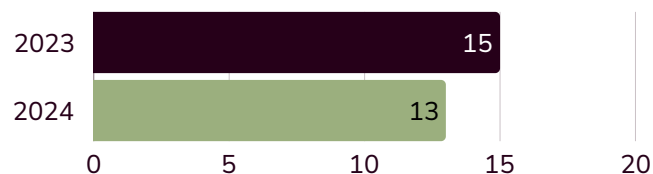
Change YoY

Total items sold

40.8%

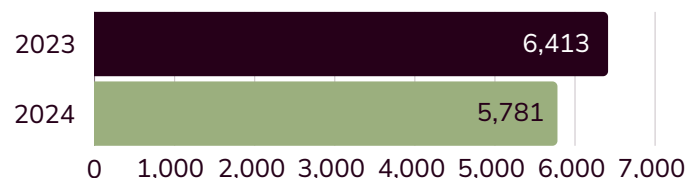
Median Age

In years



Average lot value

In €



Buyer Region

items sold

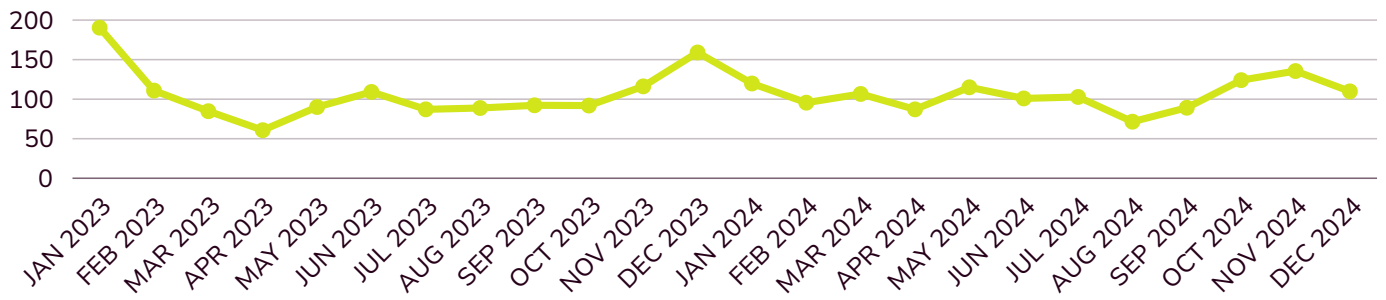


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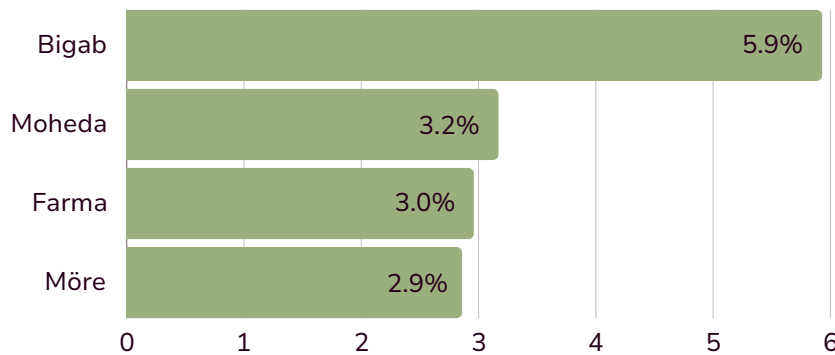
Dumper Trailers

Mixed Price Index*



Brands

% items sold in 2024



Lots sold

2024

544

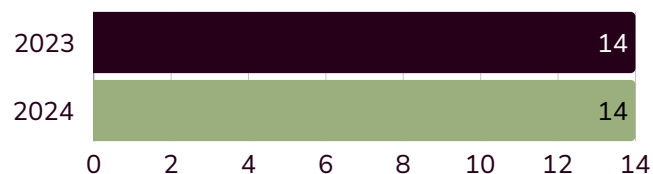
Change YoY

Total items sold

-4.4%

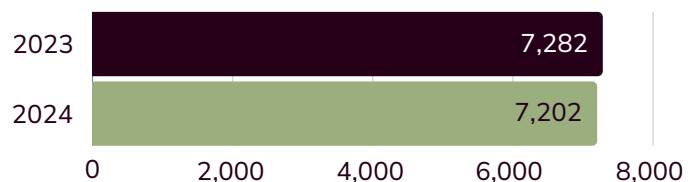
Median Age

In years



Average lot value

In €



Buyer Region

items sold

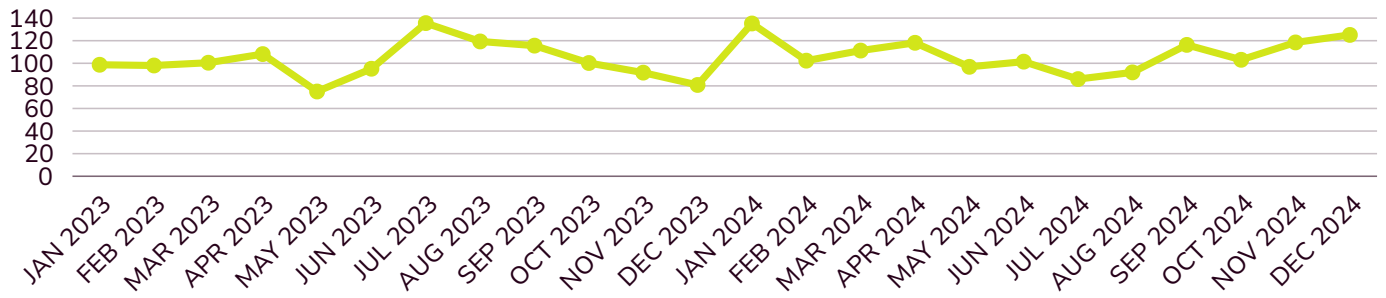


Data displays only primary lots (>1K in value). Low value ancillary items are often published with those in our auctions.

21 *Prices normalized on a raw index based on 2023 Auction data. Limited number of lots, age and product size discrepancies may lead to high variance in price

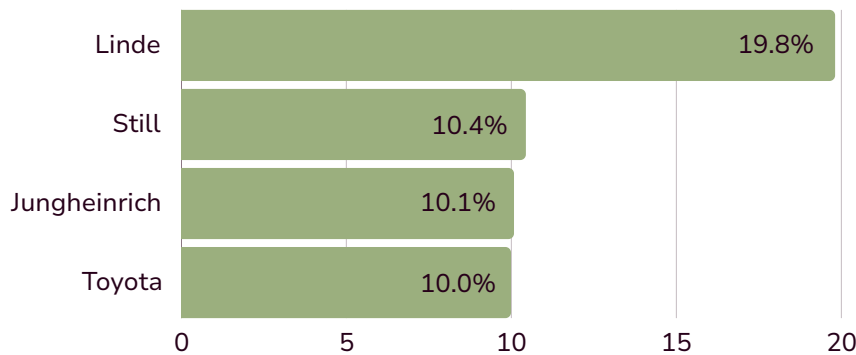
Forklift Trucks

Mixed Price Index*



Brands

% items sold in 2024



Lots sold

2024

4,440

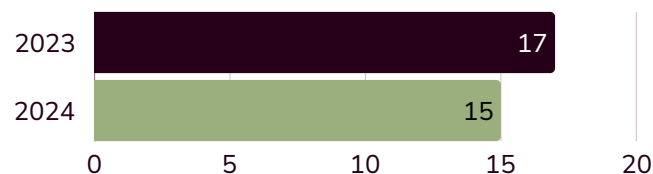
Change YoY

Total items sold

14.7%

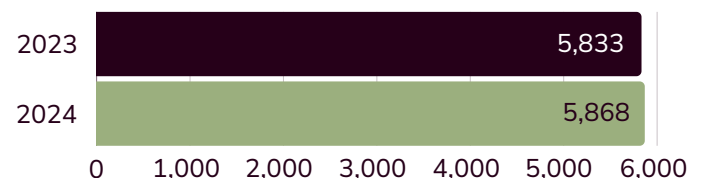
Median Age

In years



Average lot value

In €



Buyer Region

items sold

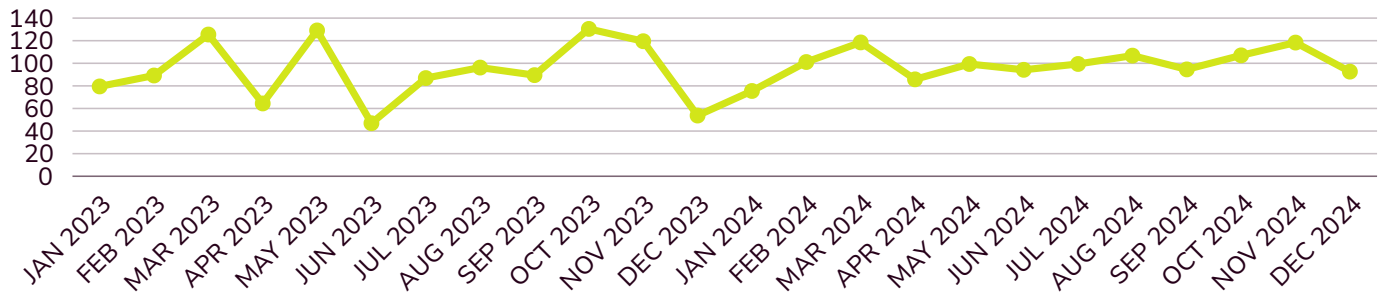


Data displays only primary lots (>1K in value). Low value ancillary items are often published with those in our auctions.

22 *Prices normalized on a raw index based on 2023 Auction data. Limited number of lots, age and product size discrepancies may lead to high variance in price

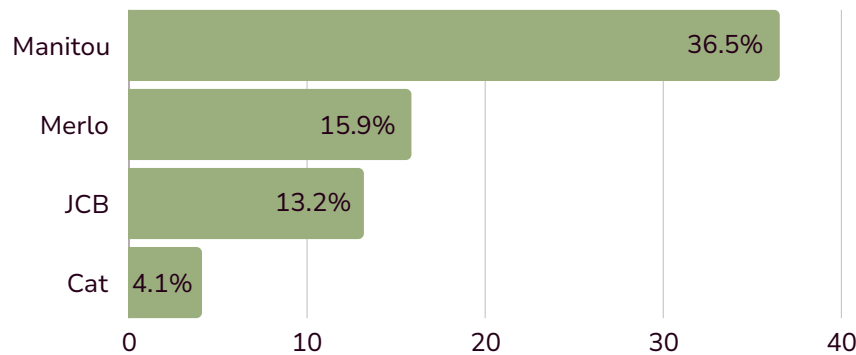
Telescopic Handlers

Mixed Price Index*



Brands

% items sold in 2024



Lots sold

2024

350

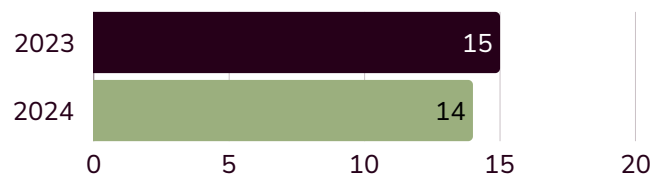
Change YoY

Total items sold

32.1%

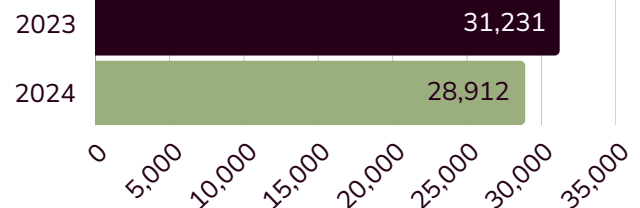
Median Age

In years



Average lot value

In €



Buyer Region

items sold

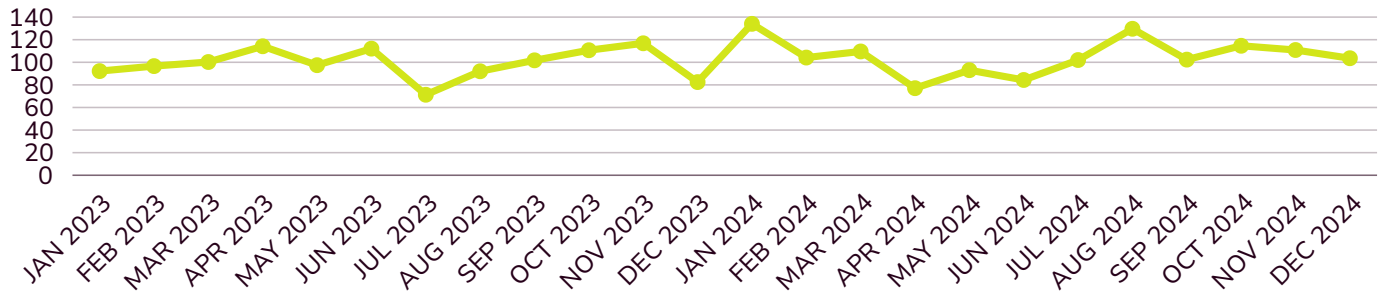


Data displays only primary lots (>1K in value). Low value ancillary items are often published with those in our auctions.

23 *Prices normalized on a raw index based on 2023 Auction data. Limited number of lots, age and product size discrepancies may lead to high variance in price

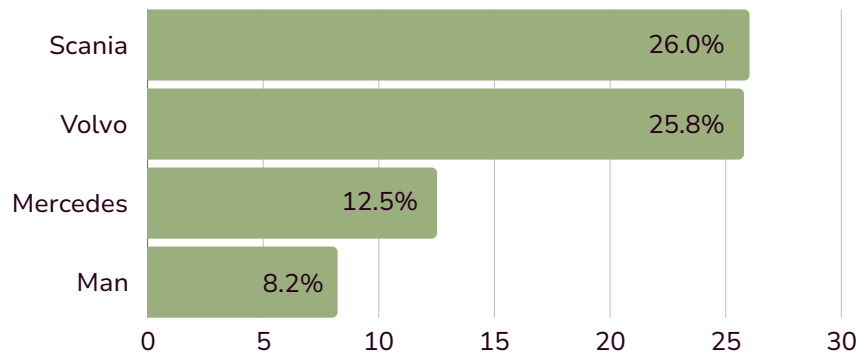
Trucks

Mixed Price Index*



Brands

% items sold in 2024



Lots sold

2024

3,105

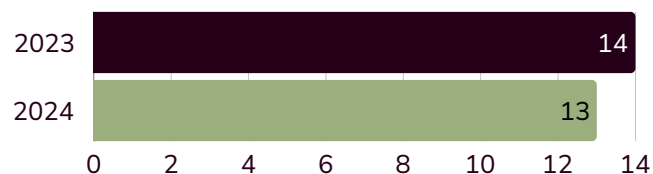
Change YoY

Total items sold

10.9%

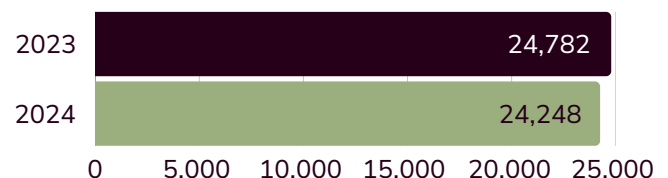
Median Age

In years



Average lot value

In €



Buyer Region

items sold



Data displays only primary lots (>1K in value). Low value ancillary items are often published with those in our auctions.

24 *Prices normalized on a raw index based on 2023 Auction data. Limited number of lots, age and product size discrepancies may lead to high variance in price

Our Brands



Klaravik is the Nordic region's largest online auction platform for used machines, tools, and vehicles.



Troostwijk Auctions is the Dutch specialist in the auction of business equipment and machines since 1930.



Auksjonen is Norway's largest online auction for buying and selling used machines, vehicles and equipment.



For 25 years, Surplex has been one of the leading industrial auction houses in Europe, based in Düsseldorf.



Vavato is Belgium's leading online auction house specializing in industrial goods, overstock, and bankruptcies.



PS Auction extends the life of inventories, machines, and vehicles as a trusted resale partner in Sweden.

Our Brands



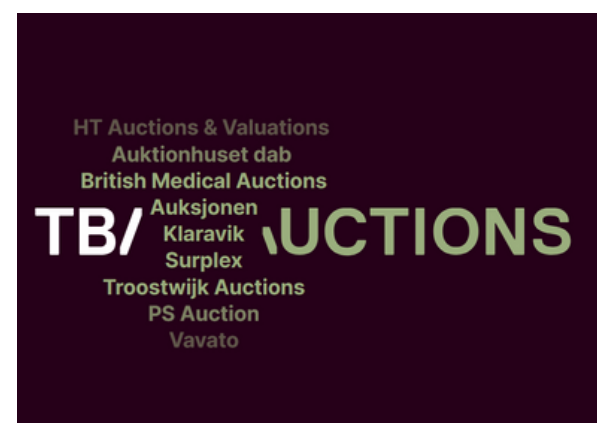
British Medical Auctions (BMA) is Europe's lead in medical auctions, operating in the UK and France.



Based in Denmark, Auktionshuset dab focuses on auctions of cars, agricultural machinery and bankruptcies.



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9

brands in Europe

30

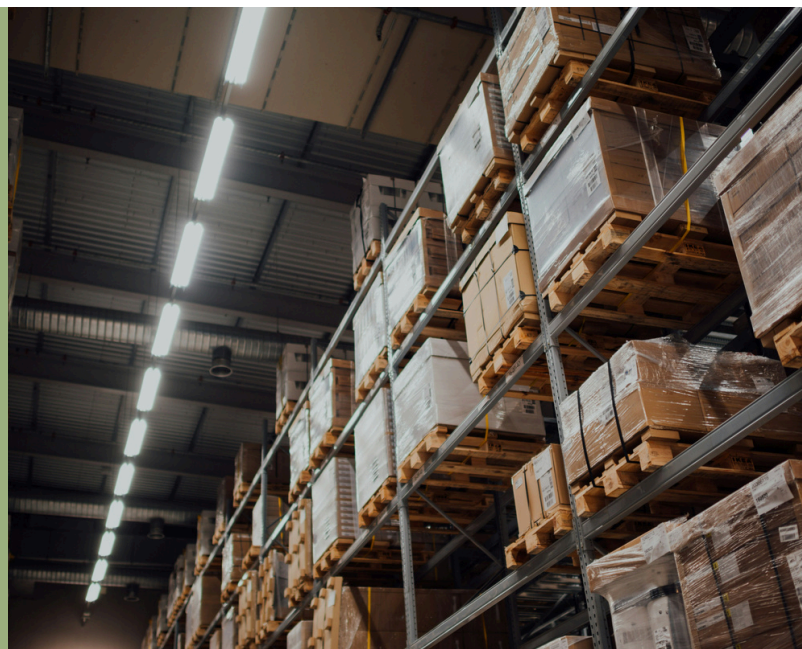
countries we source from

12

main office locations

1,200+

employees



troostwijk
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