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How to anticipate and manage BEV residual value risk in today's market?

Used BEVs are more than ever at the center of the conversation across Europe, mainly driven by geopolitical tensions and rising fuel prices .

Even if significant, they improving demand signals are not sufficient yet to stabilize the market.

This leads to residual values that remain under pressure, making it essential to better understand and anticipate the drivers behind BEV depreciation.

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A growing market, but not a balanced one

The used BEV market continues to expand structurally across Europe.



Demand is clearly moving in the right direction, with a **+26%** increase in demand index year-over-year across Europe and **+21%** in Germany.

Yet, this growth is not sufficient to rebalance the market. At the same time, stock volumes are also rising significantly, with a **+21%** increase across Europe.

This parallel growth dynamic reveals a key issue: Demand is increasing at a promising pace, but the overall demand level is not yet sufficient to absorb market supply. These global imbalances are fueled by **strong disparities between countries**.



Germany, for instance, is experiencing significant **stock growth**, which in the long term is due to the increasing acceptance of battery-electric vehicles and in the short term to the return of vehicles from recent buybacks.

In contrast, markets such as Italy are showing signs of improving demand, but remain structurally behind in terms of adoption, limiting their capacity to absorb incoming volumes.

As a result, the **European BEV market** is not converging but rather becoming more **fragmented**.

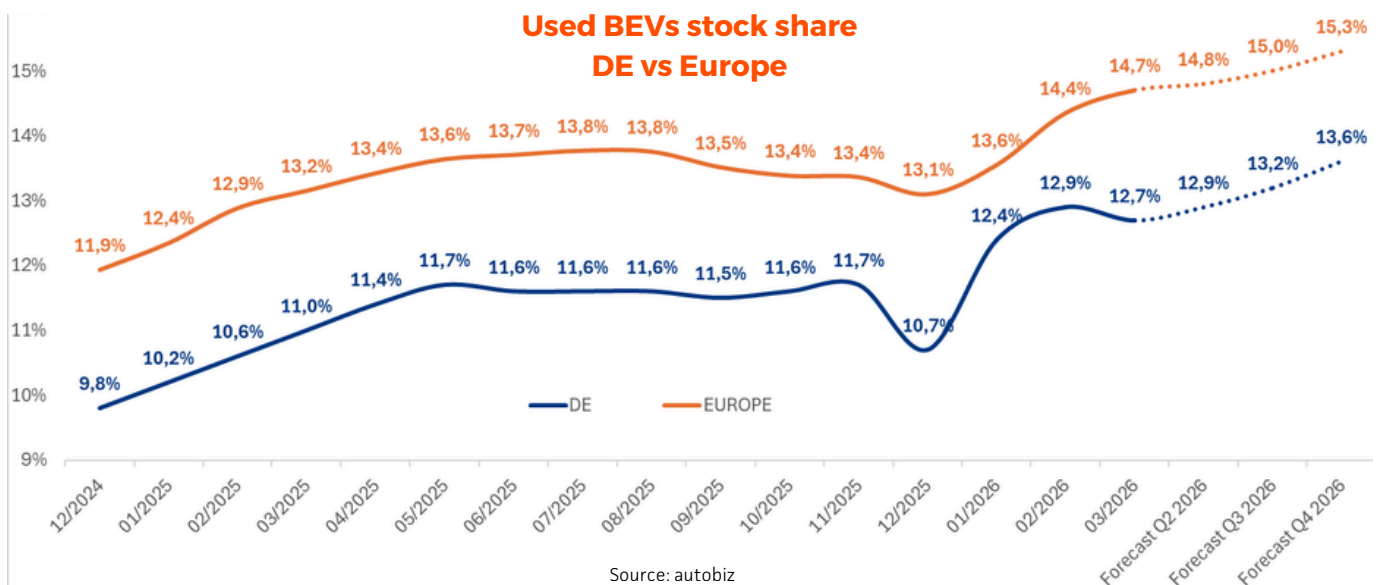
Germany as a leading indicator of market pressure

Germany provides a particularly relevant lens through which to understand these dynamics.

As one of the more advanced BEV markets in Europe, it tends to react earlier and more strongly to structural changes.

Today, Germany combines several key characteristics:

- **strong demand**, with a +21% increase in demand index year-over-year
- **rapidly growing stock volumes**
- and continued **pricing pressure**

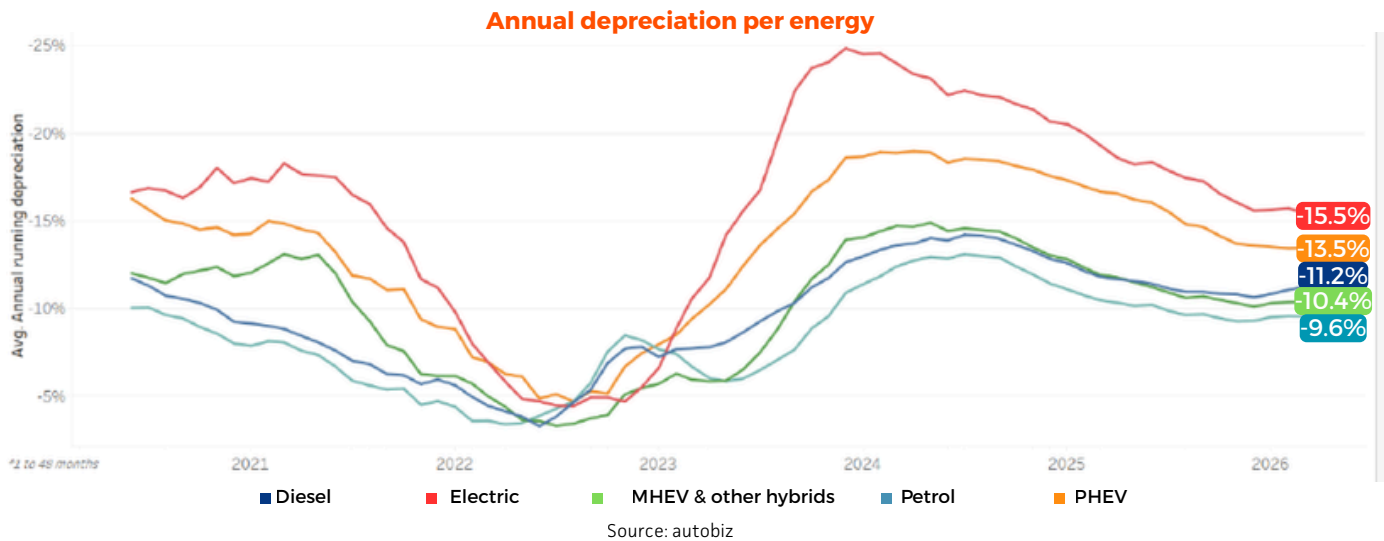


Despite robust demand, the market is not able to fully absorb the increasing supply of used BEVs. This is reflected in ongoing pricing adjustments, with repricing levels remaining negative. Germany therefore illustrates a broader European reality: even in the most mature markets, demand alone is not enough to stabilize prices.

BEV depreciation remains structurally higher than ICE

One of the clearest indicators of this imbalance is the persistent gap in depreciation between BEVs and ICE vehicles.

In Q1 2026, **BEVs** recorded an average depreciation of **16%**, compared to **10%** for **ICE** vehicles.



While this gap has narrowed compared to previous periods, it remains significant and continues to weigh on residual values.

At the same time, repricing levels remain negative across all major markets, confirming that price adjustments for BEVs are still ongoing.

Country-level data further illustrates this trend:

- Germany: -€372 average repricing
- France: -€393 average repricing

These figures highlight a key point: the market is still in a correction phase, even as some demand indicators improve.

From diagnosis to action: managing BEV risk in practice

In this context, anticipating and managing BEV residual value risk requires a shift from reactive to proactive approaches.

One practical way to address this challenge is to focus on what is already visible within your own portfolio: **incoming volumes and stock dynamics**.

In many cases, the main risk does not stem from a lack of demand, but from the **timing and concentration of vehicles returning to the market**, particularly those linked to recent buybacks.

A key step is therefore to:

- map your upcoming BEV volumes
- identify potential peaks in returns, by model, channel or period
- assess how these volumes will interact with current market demand, your respective remarketing performance and identify best options and measures (e.g. multi-channel sales, export, cars published with SoH).

This approach enables a transition from a static view of risk to a **forward-looking assessment**, where residual values are adjusted based on what is about to enter the market.

In a market where pricing, demand and stock levels evolve continuously, this type of forward visibility becomes essential to anticipate misalignment and act early.



Learn more 

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Conclusion

The used BEV market is growing but remains unbalanced.

Supply continues to outpace demand, and price adjustments are still ongoing, even in leading markets like Germany.

In this context, **anticipation and continuous monitoring are key to managing BEV residual value risk effectively**.

