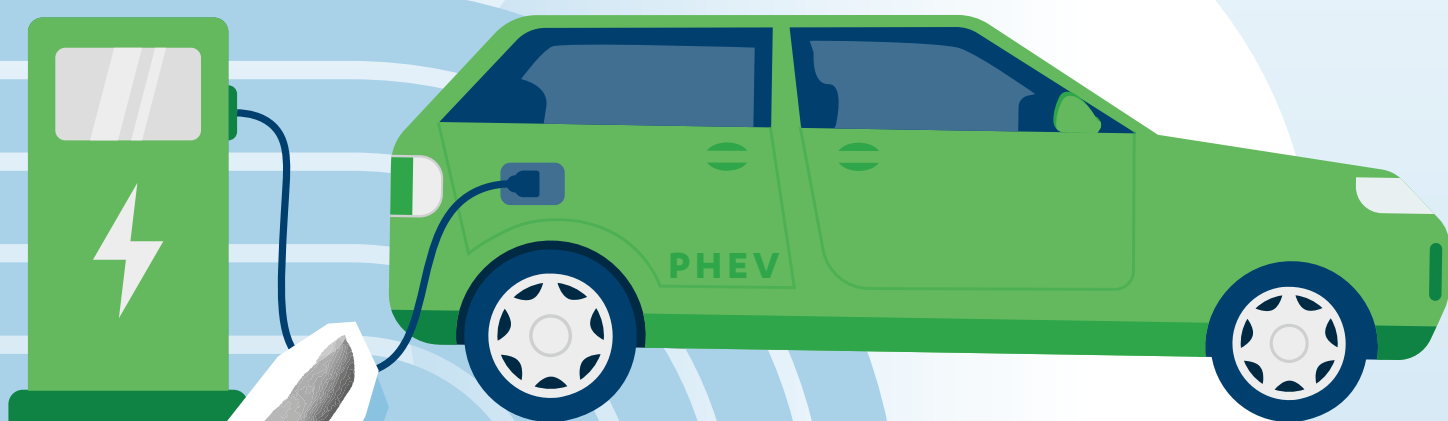


Plug-in Hybrid Electric Vehicles

An **out of reach** option for consumers
on the second-hand market: a BEUC study

Summary | July 2026





Based on the selection of 600 popular and widely available second-hand PHEVs (100 per country) retrieved from major resale websites, this report presents the choice of Plug-in Hybrid Vehicles (PHEVs) offered to consumers on the second-hand market, in six European countries: France, Germany, Italy, Poland, Belgium, and Slovenia.

By focusing on countries with strong second-hand car markets, but different tax policies on PHEVs, car segments and average fleet mileage, BEUC identifies the most common PHEV models that enter the used car market and the price trends in different countries.

The full report referenced in this summary can be found [here](#).

Main results

1

PHEVs remain way above the average resale price of all vehicles on the second-hand market. PHEVs' average resale price across the six EU countries is **€31,956**. This is despite variations in PHEV resale prices between countries, influenced by the availability of affordable models, the average fleet mileage and national tax policies.

2

The majority of PHEVs that enter the market are **premium-segment vehicles**, which later narrows affordable options for second-hand consumers and ramps up prices on the used market.

3

The report confirms **the advantage of Battery-Electric Vehicles (BEVs)** vis-à-vis PHEVs, the latter having higher up-front, running and maintenance costs and being ill-suited for second-hand buyers looking to reduce their mobility costs.

While not yet very present on the main resale websites' catalogue, Chinese PHEVs have recently made a strong entrance on the EU market, with **three Chinese PHEV models ranked among the 10 best-selling new PHEVs in 2025** (compared to none for the 10 best-selling BEVs). Their **purchase price is well below EU competitors** and recent announcements (such as the arrival of the BYD Dolphin G DM-I starting at €24,000) confirm the growing importance of PHEVs in the export business for Chinese manufacturers, facilitated by the EU's regulatory framework. **Further incentivising PHEVs could lead to both risks for consumers' wallets and the competitiveness of the EU industry.**

Policy recommendations

1

To stay on track with the emissions reduction trajectory, the current EU Regulation on CO₂ standards for cars should be maintained, and new PHEV sales should not be allowed beyond 2035.

2

The correction of the Utility Factor (the measure that estimates the share of electric driving of PHEVs to calculate their energy consumption and CO₂ emissions) is essential. It would provide consumers with more accurate information on the real-world fuel consumption of PHEVs and the related costs.

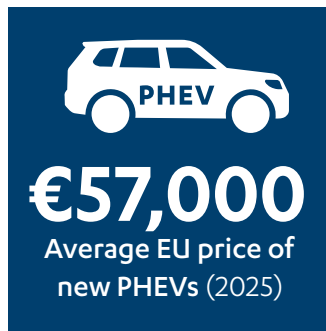
3

A new Car Label displaying real-world data can become a strong comparison tool that allows consumers to easily access new and second-hand PHEVs' real-world fuel consumption.

4

The sub-target for PHEVs in the Commission proposal to green corporate fleets should be deleted, since these vehicles do not meet consumers' needs on the second-hand market. It is unjustified for public money to subsidise expensive vehicles that will not serve the purpose of this initiative.

Key figures from the study



Average EU price of new PHEVs = **€57,000** (2025), + €15,300 compared to BEVs.

The **second-hand market** represents **2/3** of total car sales in France, Germany, Italy and Spain (in the last 15 years).



How PHEVs perform on the used market is important for consumers.



600 used PHEVs selected across six EU countries (100 / country):* **average resale price of €31,956**, **average mileage of 73,068 km**, **average construction year in 2022**.



Most expensive PHEVs' second-hand prices are in France (€36,690 average, for an average mileage of 47,938km) / **Least expensive are in Italy** (€25,721 average, for an average mileage of 67,236 km).



Minimum prices:

From €14,900 in Italy (2021 Renault Captur, 104,000km) to €21,390 in Germany (2020 Ford Kuga, 65,200km)



Maximum prices:

Between €54,900 in Italy (2024 Volvo XC60, 18 456 km) and €69,990 in France (2024 Mercedes GLC, 29,000km)

30 PHEV models across the six samples:¹

- Two B-segment, 15 C-segment, eight D-segment, five E-segment
- Most available PHEVs: five BMW models, four Mercedes models, three Volvo models, three Audi models
- Predominance of German manufacturers



Premium models dominating new PHEV markets across various EU countries² usually end up becoming the most widely available PHEV options on the second-hand market³ and remain expensive.

¹ See the methodology section below and more details in the full study.

² See the table with the best-selling new PHEV models in the 6 EU countries in the full study's Annex.

³ See the table with listings of PHEV models on resale platforms in the Annex of the full study.



Used PHEVs' average prices are greater than the typical average prices of second-hand vehicles: €19,999 in France (2025), €27,800 in Germany (2025), €21,273 in Italy (2025) and between €20,000 and €25,000 in Belgium (2025).



More affordable used EV models are available: average used EV price in France = €22,995. Small used EVs starting at €10,000 (Renault Zoe, Fiat 500) in Italy, France and Germany. **No comparable entry-level used PHEVs on the market.**



Disconnect between used PHEV prices and European household income: median equivalised disposable income in 2024 (purchasing power standards (PPS) per person) = 27,000 in Belgium, 25,500 in Germany, 24,000 in France, 22,000 in Slovenia, 21,000 in Italy and 18,000 in Poland.



Used PHEVs' average resale prices are out of reach for most European consumers, and more affordable options such as used EVs are available.

Impact of tax policies:



“Malus” weight tax in France for vehicles over 1,500 kg. Since 2025, it covers PHEVs and increases the upfront cost of these inherently heavy vehicles (despite 200 kg allowance when electric range > 50km): Mercedes GLC (best-selling PHEV on the new French market in 2024) = 2,200kg = €11,000 tax: knock on effect on resale prices.



2026 reform in Germany: PHEV incentives (up to €4,500, depending on income and family size)



“Eco bonus” in Italy = PHEV incentives



Tax benefits for PHEVs in corporate fleets in Poland and Belgium, as well as **Germany**.



Different tax policies between countries can impact used PHEVs' prices.

Impact of mileage:



Correlation between price and mileage for most PHEV models: the lower the mileage, the more expensive the vehicle.⁴

Consequently, mileage shapes price differences between countries: for instance, France's sample has the lowest mileage and features the highest average resale price of all countries.⁵

Germany⁶



- PHEV segment most dominated by premium models
- Tax incentives for PHEVs

France⁶



- Highest PHEV resale prices
- Strictest tax policy on PHEVs
- Youngest and lowest fleet mileage

Italy⁶



- Lowest PHEV resale prices
- Most B-segment PHEVs available

Slovenia⁶



- Inter-EU imports shape second-hand supply
- Highest mileage and oldest fleet

Belgium⁶



- Average resale price above €30,000
- PHEV incentives in corporate fleets

Poland⁶



- Luxury PHEV models ramp up second-hand prices
- High resale prices despite high mileage

⁴ See the graphs in the full study.

⁵ See Table 2 below.

⁶ See Table 1 and 2 below, and the full study.

Context

With [rising new car prices](#), the used market has become the go-to option for most consumers: **two-thirds of cars purchased in the EU over the last 15 years were second-hand.**

EU rules to reduce CO2 emissions from cars partly shape which options are available on this market. By encouraging their production, these policies favour the supply of battery electric vehicles (BEVs), which have the best [total cost of ownership](#) (TCO) on the second-hand market. In contrast, BEUC already showed that PHEVs are the least financially interesting solutions for consumers looking to reduce their mobility costs.

Figure 1: % higher lifetime TCO for a BEV vs. for a new PHEV bought in 2020, 2025 & 2030

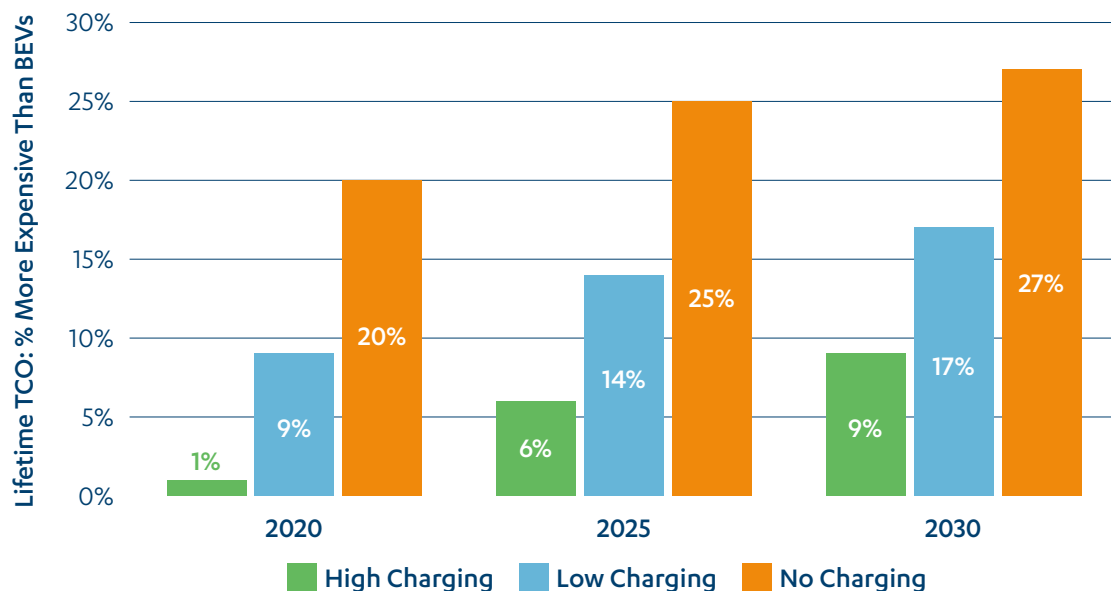
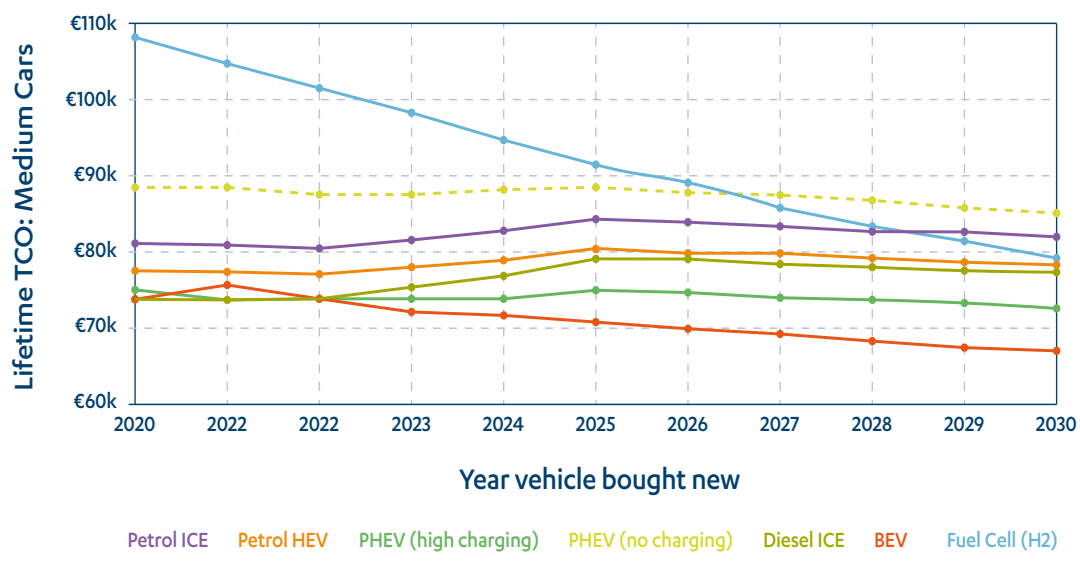


Figure 2: Lifetime owner TCO comparison between different powertrains for a medium car. Note that the year indicates when the car is first bought



However, as part of the discussions around the Automotive Package presented by the European Commission in December 2025, there is a growing push to promote PHEVs as an attractive option for consumers.

PHEVs, which represent **10%** of the new car market in the EU in 2026 and are dominated by SUVs (**69%** in 2024), are **niche, premium-segment vehicles**, with the **highest up-front cost** of all powertrains: the **average EU price for new PHEVs in 2025 was €57,000**. This is €15,300 more than for BEVs.

In France, the average price of a new PHEV was **€68,000** in 2024 (+15% since 2023) compared to €43,000 for EVs (-2.5% since 2023). In Germany, the average PHEV price was **€46,000** in November 2025, which is €13,000 more than ICE vehicles and €11,000 more than BEVs. Which?, BEUC's UK member, also reported a €48,000 average price for new PHEVs in 2025 (compared to €44,000 in 2024), whereas new EVs were on average priced at €42,000 (compared to €45,000 in 2024).

As PHEVs' **real-world fuel consumption** is **300%** higher than officially advertised (**5.9 l/100km** on average), they also expose consumers to an unexpected additional running cost of **€500 per year**. This is caused by the limits of the **utility factor**.¹ **The current calculation** overestimates the distance PHEV drivers cover using the electric mode and underestimates how much they rely on the combustion engine in reality. This is due to poor charging behaviours and the necessity to propel a heavy vehicle. Additionally, as demonstrated by BEUC's UK member Which? (January 2026)² and by the **Institut Mobilités en Transition**, PHEVs are the **most expensive vehicles to maintain** and **their TCO compared to BEVs increases over time**, implying that second-hand buyers risk bearing the cost of these cars.



*The **average EU price for new PHEVs in 2025 was €57,000**. This is €15,300 more than for BEVs.*

- ¹ Given that PHEVs have two powertrains, the utility factor is the metric tool that calculates how much they are driven on electric mode, compared to the time they are propelled by the combustion engine, out of the total distance. It is used to estimate PHEVs' fuel consumption and CO2 emissions.
- ² Which? magazine, Car guide: the best cars for 2026. Paper magazine.

Cars sample per country³

						
	France	Germany	Belgium	Poland	Slovenia	Italy
1	Peugeot 308	Mercedes GLC	BMW 330	Mercedes GLC	BMW Series 5	Jeep Compass
2	Volvo XC60	Volvo XC60	Ford Kuga	Volvo XC60	BMW X5	Jeep Renegade
3	DS7	Ford Kuga	Volvo XC60	Toyota C-HR	BMW X1	Volvo XC40
4	Cupra Formentor	Cupra Formentor	BMW X5	Volvo XC90	VW Passat Variant	Volvo XC60
5	Mercedes GLA	Cupra Leon	BMW X1	Lexus NX	Mercedes E Class 300	Renault Captur
6	Mercedes GLC	BMW 330e	Mercedes GLC	BMW Series 3	Volvo XC60	Kia Sportage
7	BMW X1	VW Tiguan	Audi Q3	Mazda CX60	Audi Q5	Ford Kuga
8	Audi Q5	BMW X1	Mercedes CLA	Ford Kuga	Ford Kuga	Peugeot 3008
9	Peugeot 3008	Mercedes E300e	Peugeot 308	Audi Q5	Skoda Superb	BMW X1
10	VW Tiguan	Audi A6	BMW Series 5	Peugeot 3008	Mercedes GLC	Audi Q3

Table 1: PHEV models in each country's sample based on: 1) best new sellers of PHEVs (2022–2025) and 2) most available PHEV options on resale platforms.⁴

						
Second-hand PHEVs	France	Germany	Belgium	Poland	Slovenia	Italy
Average price	€36,690	€32,431	€32,258	€34,756	€29,884	€25,721
Average mileage	47,938km	65,767km	72,871km	73,623km	110,977km	67,236km
Average year	2023	2022	2022	2022	2021	2022
Min price	€15,990	€21,390	€18,000	€17,431	€15,999	€14,900
Max price	€69,990	€65,850	€58,900	€65,765	€55,990	€54,900

Table 2: Results of the search of 600 second-hand PHEVs across six EU countries.

³ See the methodology section below.

⁴ See the Annex in the full study to access best-selling lists of new PHEVs and listings of PHEVs on resale websites.

Methodology

This study is based on the **selection of 600 second-hand PHEVs (100 per country)** retrieved from the main resale websites of six countries: Mobile.de in Germany, Autoscout24 in Belgium and Italy, Otomoto in Poland, Leboncoin in France, Avto.net in Slovenia.⁵ To ensure market representative samples, the **10 best-selling PHEV models over the last four years** (2022–2025) were identified for each country.⁶ This data was sourced from the International Council on Clean Transportation (ICCT) and Transport & Environment (T&E). Instead of comparing the same models across different countries, we chose this method to reflect how markets differ in terms of model availability and preference, and how it influences average prices.

Between 25 March and 12 May 2026, we searched for the 10 most recurrent PHEV models in the best-selling lists of each country on the respective resale platforms. We verified that the 10 models identified for each country accurately corresponded to the most available second-hand PHEV options online.⁷

The full methodology explaining the filters used during the research on resale platforms (price and mileage caps, models, location, construction year), limitations and discussion points are available in [the full study](#).



⁵ See the table with the number of times each model was included in the samples, in the Annex of the full study.
⁶ See the table with the lists of best-selling new PHEVs in the Annex of the full study.
⁷ See the table with the listings of PHEV models on resale websites in the Annex of the full study.



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