

2016 Volvo EC220EL — 18,499 hours

Euro Auctions, Leeds (UK) · Lot 2129 · Day 2, Ring 1 · Thu 1 Oct 2026 · unreserved · PIN VCEC220EV00320939
Buyer scenario: used-excavator dealer, Moerdijk (NL), importing from the UK for resale to EU trade and contractor buyers

PASS

Pre-bid at most £18,400

CURRENT PRICE	MAX SAFE HAMMER (10%)	EXPECTED RESALE
No bid	£18,400	€42,000
ring sale, pre-bids hidden	€21,400 · @15%: £16,700	range €36,000–€46,000
GP IF IT CLEARS AT £26,000	TARGET GROSS MARGIN	CONFIDENCE
–€3,424	10–15%	Low–Med
–8.2% of resale	of resale price	no public sold data for 18k-hr units

The catalogue says nothing about hours. **Photo 53 of 56 shows the Volvo hour meter at 18,498.6 h** — nearly double the 9–11k typical for 2016 EC220ELs traded in Europe. At that hour level, and after commission, UK VAT on commission, the Hull–Rotterdam crossing, customs, and a heavier repair reserve, the most a Dutch dealer can pay is about **£18,400** at a 10% margin. A bidder pricing on year alone could reasonably go to £26k+, since UK dealers ask £33–35k for 2014–17 EC220s. Let the machine go unless it stalls below your ceiling.

What the listing doesn't tell you





Photo 53: analogue meter
18,498.6 h

Photo 55: plate — EC220EL,
2016, 25,100 kg, 129 kW, CE

Machine

Make / model	Volvo EC220EL (E-series, 22–25 t class)
Year	2016 (data plate)
Hours	18,498.6 on analogue meter (photo) — not stated in text
Spec	700 mm pads, CV, quick hitch, piped, aux. piping, reverse camera, A/C
Weight / power	25,100 kg / 129 kW (plate)
Origin	Ex-UK contractor fleet (Tom Blackwell Ltd livery)
Attachments	Digging bucket (photos 29–32)
Condition notes	None published; sold as seen. Cab display shows an amber lamp (photo 52) — cause unknown
VAT	20% on hammer waived for EU VAT-registered buyers with export proof ≤30 days
Currency / fee	GBP; 10% of first £4,500 + 2.5% of balance, + UK VAT

All figures EUR ex VAT unless stated. Estimates are labelled; see page 4 for what would change the call. Not a certified valuation. 1/5

Landed economics — at the 10% ceiling

COST LINE	EUR	BASIS
Hammer at max safe price (10% margin)	€21,402 £18,415	
Buyer commission (10% of first £4,500 + 2.5% of balance)	€927	verified
UK VAT 20% on commission (treated as non-recoverable)	€185	estimate
UK VAT 20% on hammer (zero-rated with EU VAT no. + export proof ≤30 days)	€0	verified
EU import duty, CN 8429 52 10 (0% erga omnes)	€0	verified
NL import VAT 21% (deferred via Article 23 licence, no cash cost)	€0	verified
Customs: UK export + EU import declarations (broker)	€400	estimate
FX conversion GBP → EUR (0.5% spread)	€107	estimate
Transport Goole → Hull–Rotterdam ferry → NL yard (25.1 t, permit load)	€3,500	estimate
Pre-sale inspection (independent, on-site Leeds)	€500	estimate
Refurbishment / repair reserve	€7,500	estimate
Holding / finance (90 days @ 8% p.a.)	€699	estimate
Selling costs (listing, prep, cleaning, photos)	€900	estimate
True landed cost	€36,120	

Max-buy calculation (10% required GP)

Expected dealer resale	€42,000
– required gross profit (10%)	–€4,200
– risk reserve (4% of resale: hours, unknown engine/pump condition)	–€1,680
– all costs above except hammer	–€14,718
= Maximum safe hammer	€21,402
in GBP at ECB 0.86045	£18,415
at 15% required GP	€19,412 / £16,703

If it clears where a UK dealer would expect (£26,000)

Hammer	€30,217
True landed cost	€45,424
Expected resale	€42,000
Expected gross profit	–€3,424 (-8.2%)

£26,000 is an illustration, not a forecast: we have no public hammer data (see page 3). The point is the gap: every £1,000 above £18,400 comes straight out of a margin that is already at its floor.

Tax treatment (assumed — confirm with your customs broker): UK → EU is an export/import, not an intra-EU supply. CN 8429 52 10 carries 0% EU duty. NL import VAT (21%) is deferred via an Article 23 licence, so no cash cost; without one, ~€5,229 is paid and reclaimed. UK VAT on the commission is treated as a cost (a UK refund claim for non-UK businesses is possible but slow). The A/C circuit contains HFC refrigerant: check EU F-gas (Reg. 2024/573) import requirements with the broker.

Market evidence

What we can price: 10 current EU dealer asks for 2015–2018 EC220E(L)s with 9,500–12,900 h, normalised to a 2016 / 10,000-hour machine (±€3,000 per model year, €1.80 per hour). Adjusted median ask **€59,300** (IQR €56,359–€64,896). Less a 7% ask-to-deal discount = **€55,149** achievable at 10,000 h.

MACHINE	YEAR	HOURS	PRICE	TYPE	WHERE / WHO	ADJ. TO SUBJECT
Volvo EC220EL	2016	11,755	€52,000	Dealer ask	DE · Schwickert GmbH	€55,159
Volvo EC220EL	2016	11,255	€54,500	Dealer ask	NL · Zara Trading	€56,759
Volvo EC220EL	2015	10,799	€58,000	Dealer ask	NL · Peelen Machines	€62,438
Volvo EC220EL	2016	11,800	€59,248	Dealer ask	PL · DFS Maszyny Budowlane	€62,488
Volvo EC220EL	2015	9,900	€56,960	Dealer ask	PL · F.H.U. Czyleko	€59,780
Volvo EC220EL	2017	9,622	€62,500	Dealer ask	DE · Podlasz Baumaschinen	€58,820
Volvo EC220EL	2017	9,500	€56,732	Dealer ask	PL · Adamex	€52,832
Volvo EC220E listed as NA-built unit	2018	10,025	€63,500	Dealer ask	DE · Zeppelin Baumaschinen	€57,545
Volvo EC220E OEM-dealer retail, usually warrantied	2016	12,540	€68,000	OEM dealer ask	ES · Ascendum Maquinaria	€72,572
Volvo EC220EL	2017	12,900	€69,900	Dealer ask	SI · Avto Scena	€72,120
Volvo EC220EL high outlier — excluded	2016	8,448	€79,836	Dealer ask	PL · P.H.U. Mardex	excluded
Volvo EC220EN narrow-track variant — excluded	2016	11,530	€77,548	Dealer ask	PL · ATS Polska	excluded

From 10,000 h to 18,499 h

No priced EC220E(L) with more than ~13,000 h is currently listed in the EU. We extrapolate at €1.80/h to 12,000 h and €1.20/h beyond (depreciation per hour flattens at high hours), giving about €43,600. We then round **down to €42,000** for the higher chance of a major component (pump, swing, engine top-end) at this age. Range €36,000–46,000. The upper end is most likely through export-trade channels, where buyers weigh hours less.

UK asking prices (context for the likely hammer)

2017 EC220EL, hours n/a — Yellow Machinery	£33,000
2014 EC220DL, 14,014 h — BKS Assets	£35,000

UK prices are below EU levels, which is why UK auctions are a sourcing channel. That doesn't make this unit cheap enough.

Sold results that exist but are not public

2016 EC220EL · 10,764 h	RB Maltby UK	12 Feb 2025
2017 EC220EL · 9,362 h	RB Maltby UK	13 Aug 2025
2018 EC220EL · 9,464 h	RB Maltby UK	24 Jun 2026
2017 EC220EL · 7,874 h	RB Zevenbergen NL	17 Jun 2026
2016 EC220EL · 7,937 h	RB St Aubin FR	22 Sep 2026
2019 EC220EL · 11,006 h	RB Maltby UK	12 Aug 2026

Ritchie Bros shows hammer prices only to signed-in accounts; Euro Auctions doesn't publish them. These are the best direct evidence and are the first thing a paid version of this brief should add.

Risks and what to verify

1. **Hours (critical).** Analogue meter shows 18,498.6 h. Check that the digital display (hours menu) agrees and that no meter was replaced. Pull Volvo CareTrack/MATRIS data via a Volvo dealer if the consignor agrees. *If true hours were ~10,000, the ceiling rises to about £27,500.*
2. **Major components at 18.5k h.** Main pump, swing motor/bearing, travel motors, turbo and injectors are all near typical rebuild intervals. Run cold start, full-load stall, swing play and travel tests on site, and take an oil sample if the yard allows. A single pump or engine event (£8–15k) wipes out the margin.
3. **Amber lamp on the display (photo 52).** Read the fault codes before bidding.
4. **Undercarriage.** Photos show serviceable-looking sprockets and grousers, but wear can't be measured from photos. Measure link pitch and roller wear on site. A full undercarriage is €9–14k aftermarket.
5. **No sold comps at this hour level.** The resale estimate is extrapolated (confidence low–medium). Ritchie Bros sold data would firm it up.
6. **Export paperwork.** Hammer VAT (20%) is only waived with third-party export proof within 30 days. A late CMR/export declaration turns into a £3,683+ cost.
7. **Transport estimate.** €3,500 door-to-door (Goole → Hull–Rotterdam → NL) is an industry estimate for a 25 t, ~3 m-wide permit load, not a quote. Get a quote before the sale.
8. **F-gas import rules** for machines pre-charged with HFC refrigerant. Confirm the broker can clear it.

What would change the call to WATCH/BUY

(a) Evidence the machine has materially fewer hours (e.g. replaced meter with documented history); (b) a documented major rebuild (pump/engine) with invoices; (c) Ritchie Bros sold data showing 15–20k-hour EC220Es retail above €46k in the EU; (d) an export customer lined up who pays ≥€47k.

Pre-auction checklist (Euro Auctions allows viewing 3 days prior)

☐ Digital hour reading + photo ☐ Fault-code readout ☐ Cold start and blow-by ☐ Pump stall test ☐ Swing bearing play ☐ Track link/roller measurements ☐ Hydraulic leaks at boom/stick cylinders ☐ Transport quote in hand ☐ EU VAT number registered with Euro Auctions for zero-rating

Sensitivity

How the ceiling moves when the key inputs change. Each row changes one input from the base case.

SCENARIO	RESALE	MAX SAFE PRICE @10%	@15%	CALL VS. CURRENT PRICE
Base case	€42,000	€21,402 / £18,415	€19,412 / £16,703	PASS unless it stalls below the ceiling
Resale -10%	€37,800	€17,979 / £15,470	€16,188 / £13,929	PASS
Resale low case	€36,000	€16,512 / £14,208	€14,807 / £12,741	PASS
Resale high case (export channel)	€46,000	€24,661 / £21,219	€22,482 / £19,344	still below a £26k hammer
Transport +50% (€5,250)	€42,000	€19,711 / £16,960	€17,721 / £15,248	PASS
Extra repair bill +€8,000 (pump or top-end)	€42,000	€13,672 / £11,764	€11,682 / £10,052	PASS
Hours actually 10,000 (meter misread/replaced)	€55,000	€31,995 / £27,530	€29,389 / £25,288	WATCH at up to ~£27.5k
Hours actually 14,000	€49,000	€27,105 / £23,323	€24,784 / £21,325	PASS/WATCH

Ceiling by hour reading (all else equal)

HOURS	RESALE	MAX HAMMER @10%	@15%
10,000	€55,000	£27,530	£25,288
12,000	€51,400	£25,006	£22,910
14,000	€49,000	£23,323	£21,325
16,000	€46,600	£21,640	£19,741
18,499	€43,601	£19,538	£17,760

Hour-band rows keep the 18.5k-hour repair reserve and risk reserve, so they are slightly conservative at low hours.

Bottom line: Whoever reads “2016 EC220EL, CV, QH, piped” and bids on year alone will overpay. At the hours the photos show, this is a trade-channel machine worth about £18,400 to a Dutch dealer after every cost. Bid only if you have a buyer already lined up.