



## **Worldwide Market for Used Smartphones Forecast to Grow to 332.9 Million Units with a Market Value of \$67 Billion in 2023, According to IDC**

**FRAMINGHAM, Mass. January 14, 2020** – International Data Corporation ([IDC](#)) expects worldwide shipments of used smartphones, inclusive of both officially refurbished and used smartphones, to reach a total of 206.7 million units in 2019. This represents an increase of 17.6% over the 175.8 million units shipped in 2018. A new IDC forecast projects used smartphone shipments will reach 332.9 million units in 2023 with a compound annual growth rate (CAGR) of 13.6% from 2018 to 2023.

This growth can be attributed to an uptick in demand for used smartphones that offer considerable savings compared with new models. Moreover, OEMs have struggled to produce new models that strike a balance between desirable new features and a price that is seen as reasonable. Looking ahead, IDC expects the deployment of 5G networks and smartphones to impact the used market as smartphone owners begin to trade in their 4G smartphones for the promise of high-performing 5G devices.

"In contrast to the recent declines in the new smartphone market, as well as the forecast for minimal growth in new shipments over the next few years, the used market for smartphones shows no signs of slowing down across all parts of the globe," said [Anthony Scarsella](#), research manager with IDC's [Worldwide Quarterly Mobile Phone Tracker](#). "Refurbished and used devices continue to provide cost-effective alternatives to both consumers and businesses that are looking to save money when purchasing a smartphone. Moreover, the ability for vendors to push more affordable refurbished devices in markets in which they normally would not have a presence is helping these players grow their brand as well as their ecosystem of apps, services, and accessories."

<b>Worldwide Used Smartphone Shipments</b> (shipments in millions of units)					
<b>Region</b>	<b>2018 Shipments</b>	<b>2018 Market Share</b>	<b>2023 Shipments*</b>	<b>2023 Market Share*</b>	<b>2018-2023 CAGR*</b>
North America	39.0	22.2%	87.2	26.2%	17.4%
Rest of World	136.8	77.8%	245.7	73.8%	12.4%
<b>Total</b>	<b>175.8</b>	<b>100.0%</b>	<b>332.9</b>	<b>100.0%</b>	<b>13.6%</b>
Source: IDC, <i>Worldwide Used Smartphone Forecast, 2019–2023</i> , Dec 2019.					

**Table Notes:** Data is subject to change.

\* Forecast projections.

"Although drivers such as regulatory compliance and environmental initiatives are still positively impacting the growth in the used market, the importance of cost-saving for new devices will continue to drive growth. Overall, we feel that the ability to use a previously owned device to fund the purchase of either a new or used device will play the most crucial role in the growth of the refurbished phone market. Trade-in combined with the increase in financing plans (EIP) will ultimately be the two main drivers of the refurbished phone market moving forward," said [Will Stofega](#), program director, [Mobile Phones](#).

According to IDC's taxonomy, a refurbished smartphone is a device that has been used and disposed of at a collection point by its owner. Once the device has been examined and classified as suitable for refurbishment, it is sent off to a facility for reconditioning and is eventually sold via a secondary market channel. A refurbished smartphone is not a "hand me down" or gained as the result of a person-to-person sale or trade.

The IDC report, [Worldwide Used Smartphone Forecast, 2019–2023](#) (Doc #US45726219), provides an overview and five-year forecast of the worldwide refurbished phone market and its expansion and growth by 2023. This study also provides a look at key players and the impact they will have on vendors, carriers, and consumers.

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