

EquipmentWatch INDEX™

October 2014 in Review | A Monthly Recap of Critical Heavy Equipment Benchmarks

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The EquipmentWatch INDEX™ is a free monthly resource for critical thinkers in the construction, lift truck, ag and truck industries to make better informed heavy equipment decisions around price, market share and equipment age metrics.

Construction Equipment

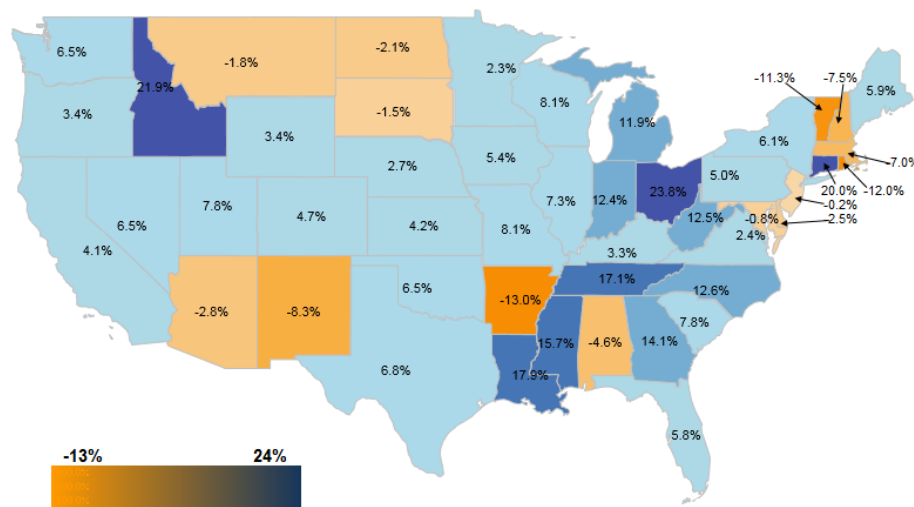
Marketplace Activity, Past 30 Days

Auction (Public) | 4,773 equipment units

Resale (Private) | 389,483 equipment units

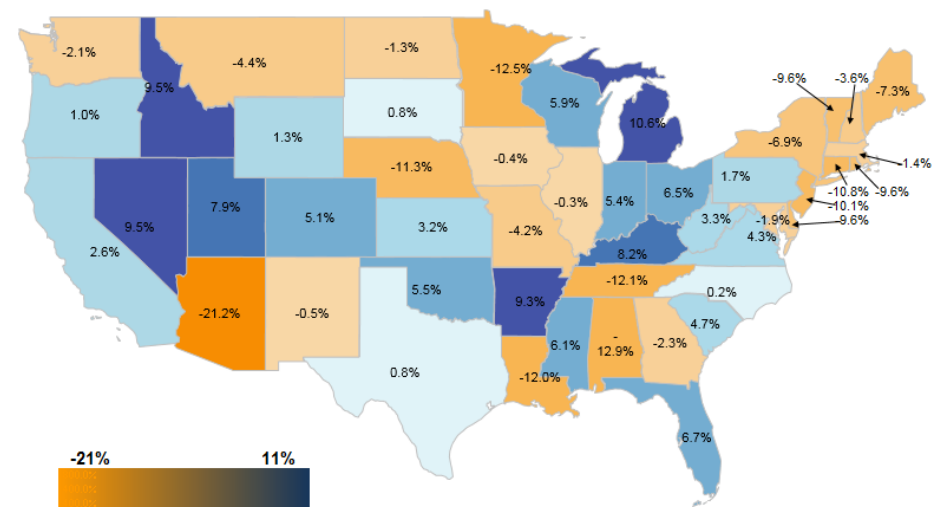
Price INDEX

A State Specific Measure of Monthly Price Differential (Resale Data)



Volume INDEX

A State Specific Measure of Monthly Sales Volume Differential (Resale Data)



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Age Benchmarks, by Category				
	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
4-Wd Articulated Wheel Loaders	10.1	▲ 0.1	15.2	▲ 0.3
Compact Track Loaders	4.7	▼ -0.1	5.7	– 0.0
Crawler Mounted Hydraulic Excavators	8.2	▼ -0.1	10.4	▲ 0.5
Electric Self Propelled Scissor Lifts	7.1	– 0.0	9.3	▲ 0.4
I.C. Self Propelled Telescopic Boom Aerial Lifts	8.4	– 0.0	10.4	▼ -0.7
Single Drum Vibratory Compactors	8.9	– 0.0	13.5	▼ -3.1
Skid Steer Loaders	5.9	▲ 0.2	7.4	▼ -1.6
Standard Crawler Dozers	13.9	– 0.0	20.3	▲ 2.4
Telescoping Boom Rough Terrain Lift Trucks	7.5	▼ -0.1	8.7	▼ -0.6
Tractor-Loader-Backhoes	8.2	– 0.0	12.3	▲ 1.5

Age Benchmarks, by Manufacturer				
	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
Bobcat	6.7	▲ 0.1	8.8	▼ -0.3
Case	10.1	▼ -0.1	16.9	▲ 4.2
Caterpillar	9.5	▲ 0.2	14.0	– 0.0
Deere	8.2	▼ -0.8	12.6	▲ 0.7
Gehl	6.7	▼ -0.3	10.0	▲ 2.7
Genie	7.6	▼ -0.1	9.1	▼ -0.6
Terex	7.9	▲ 0.3	9.6	▼ -1.2
Ingersoll Rand	10.5	▲ 0.2	13.7	▲ 1.1
JCB	6.1	▲ 0.1	10.8	▲ 2.6
JLG	7.6	– 0.0	9.3	▲ 0.9
Komatsu	9.1	– 0.0	10.9	▲ 0.1
New Holland	8.9	▼ -0.1	13.3	▲ 2.4
Sky Trak	7.3	▼ -0.1	8.9	▼ -1.4
Skyjack	7.0	▲ 0.1	10.3	▲ 1.5
Volvo	6.9	▲ 0.5	7.8	▼ -0.7



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Marketplace Activity, Past 30 Days

Resale (Private) | 82,379 equipment units

A State Specific Measure of Monthly Price Differential (Resale Data)



A State Specific Measure of Monthly Sales Volume Differential (Resale Data)



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Age Benchmarks, by Category

	Average Age, Resale (yrs)	Average Age, Auction (yrs)
I.C. Cushion Tire Lift Trucks	10.6 ▼ -1.6	15.2 ▼ -2.3
I.C. Pneumatic Tire Lift Trucks	9.3 ▲ 0.2	12.2 ▼ -1.2
Cushion Tire Sit-Down Rider Electric Lift Truck	10.2 ▼ -0.4	9.18 ▼ -0.4
Straight Mast Rough Terrain Lift Trucks	10.1 ▲ 0.1	16.3 ▼ -2.2
Telescoping Boom Rough Terrain Lift Truck	7.5 ▲ 0.1	8.7 ▲ 0.6

Age Benchmarks, by Manufacturer

	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Caterpillar	11.0 ▼ -4.0	11.0 ▼ -1.2
Genie	9.4 ▼ -1.7	9.4 ▼ -0.3
Gehl	7.1 ▼ -0.1	7.1 ▲ 1.3
Hyster	13.3 ▼ -3.4	13.3 ▼ -3.5
JLG	8.8 ▼ -0.9	8.8 ▲ 0.9
Toyota	10.4 ▼ -2.3	10.3 ▲ 1.3



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Agricultural Equipment

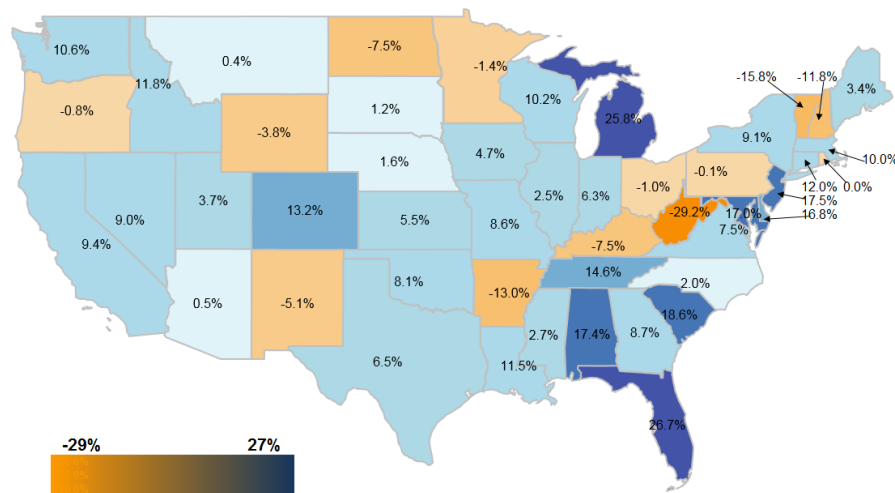
Marketplace Activity, Past 30 Days

Auction (Public) | 258 equipment units

Resale (Private) | 138,288 equipment units

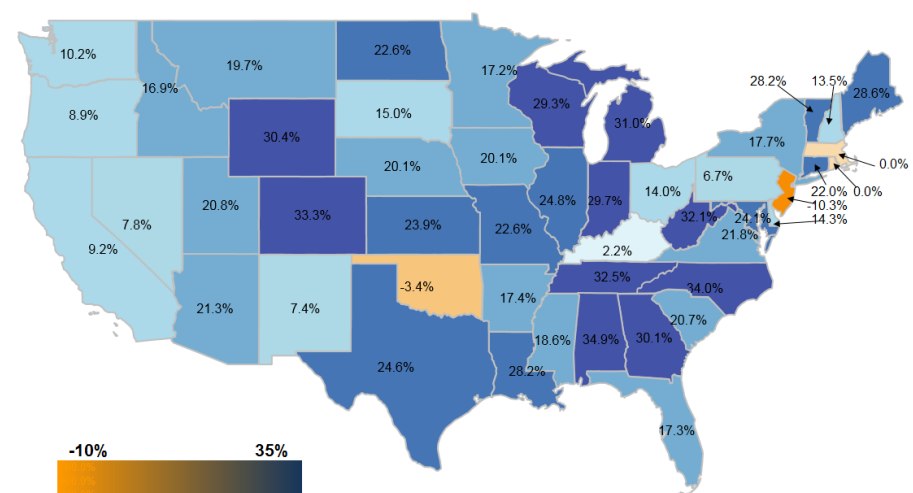
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Age Benchmarks, by Category

	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Wheel Tractors	10.0 ▼ -0.9	20.7 ▲ 4.1
Combines	8.4 ▼ -0.8	17.3 ▲ 5.3
Balers	8.6 ▼ -0.4	16.8 ▲ 6.4
Corn Headers	7.9 ▼ -0.2	6.9 ▼ -1.3
Track Tractors	5.6 ▼ -0.1	7.0 ▼ -2.1
Auger Headers	9.6 ▼ -0.5	14.9 ▼ -0.1
Grain Carts/Wagons	6.4 ▼ -0.1	16.5 ▲ 8.7
Planters	8.0 – 0.0	8.0 ▼ -4.5
Self-Propelled Windrowers	7.8 ▼ -0.6	11.5 ▲ 7.5
Draper Headers	3.6 ▼ -0.1	6.0 ▼ -1.0

Age Benchmarks, by Manufacturer

	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Deere	8.2 ▼ -0.9	16.6 ▲ 5.1
Case IH	9.1 ▲ 0.2	12.5 ▲ 0.2
New Holland	9.5 ▼ -0.2	13.8 ▲ 2.3
Kubota	7.2 ▼ -0.2	6.9 ▼ -5.6
Challenger	5.2 – 0.0	8.1 ▼ -0.4
Massey Ferguson	14.7 ▼ -0.6	18.6 ▲ 4.6
Ford	33.2 ▼ -0.9	26.1 ▲ 0.1
Claas	7.8 ▲ 0.1	11.2 ▲ 5.9



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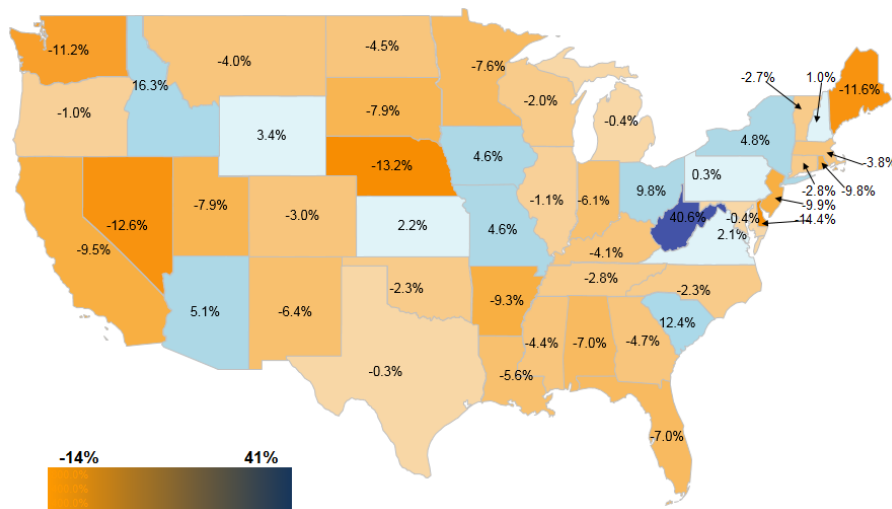


Commercial Trucks

Marketplace Activity, Past 30 Days	Auction (Public) 913 equipment units	Resale (Private) 26,173 equipment units
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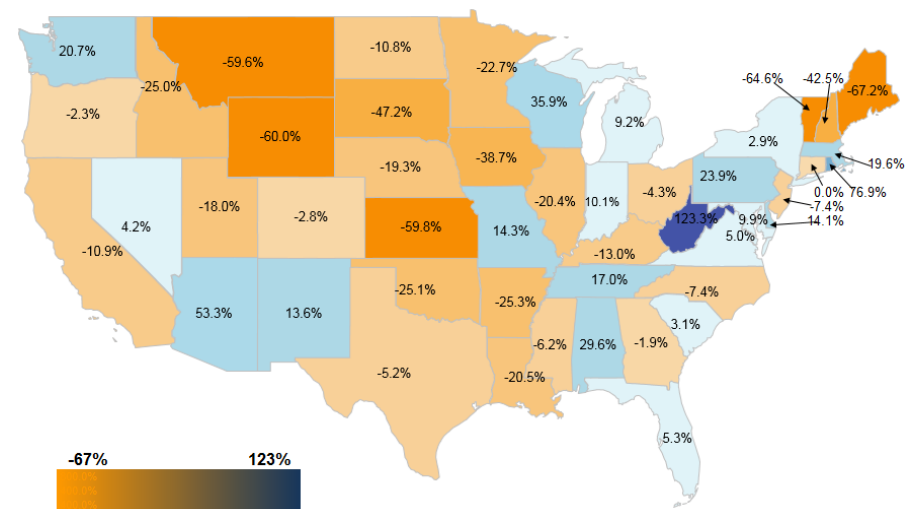
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Age Benchmarks, by Category

	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Heavy Duty	5.8 ▲ 0.3	10.2 ▲ 0.4
Medium Duty	5.0 ▲ 0.3	9.6 ▼ -0.6
Light Duty	0.8 ▼ -	8.6 ▲ 0.1

Age Benchmarks, by Manufacturer

	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Freightliner	6.3 ▲ 0.2	12.1 ▲ 1.1
International	5.5 ▲ 0.3	8.7 ▼ 0.6
Kenworth	5.1 ▲ 0.1	9.7 ▲ 0.4
Volvo	4.4 ▲ 0.1	10.8 ▲ 0.6
Peterbilt	6.0 ▲ 0.6	9.7 ▲ 0.2

