

EquipmentWatch INDEX™

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



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

Construction Equipment

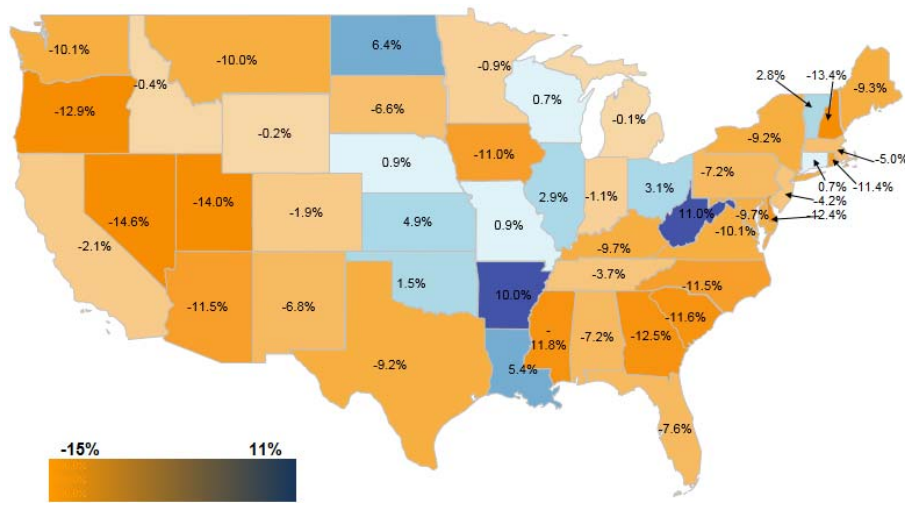
Marketplace Activity, Past 30 Days

Auction (Public) | 2,766 equipment units

Resale (Private) | 304,831 equipment units

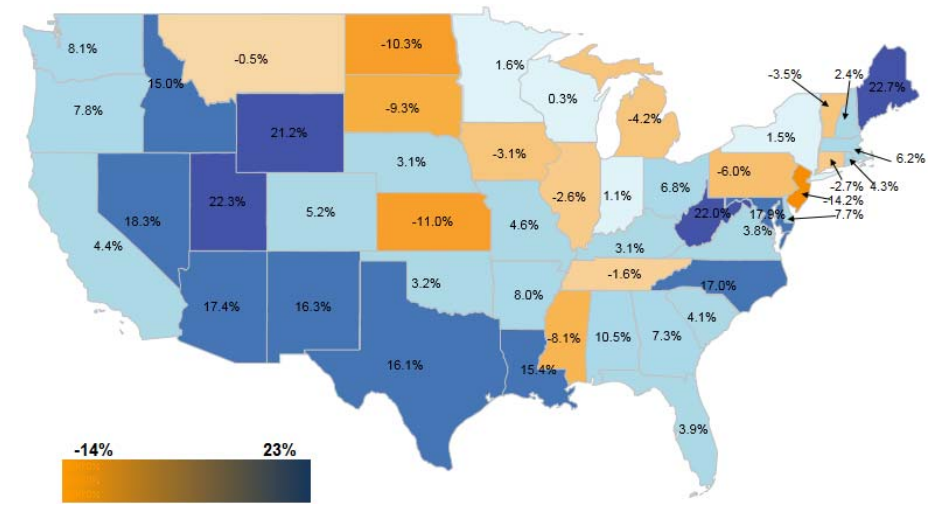
Price INDEX

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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Construction Equipment

Age Benchmarks, by Category				
	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
4-Wd Articulated Wheel Loaders	11.1	▲ 0.1	15.7	▲ 1.0
Compact Track Loaders	5.1	– 0.0	5.8	▲ 0.3
Crawler Mounted Hydraulic Excavators	8.5	– 0.0	11.1	▲ 0.4
Electric Self Propelled Scissor Lifts	7.1	– 0.0	8.5	▲ 0.1
I.C. Self Propelled Telescopic Boom Aerial Lifts	8.3	▲ 0.1	9.7	▲ 0.2
Single Drum Vibratory Compactors	9.1	▲ 0.1	15.6	▲ 0.6
Skid Steer Loaders	6.3	▲ 0.1	8.6	▲ 0.5
Standard Crawler Dozers	13.6	▲ 0.1	20.8	▼ -0.4
Telescoping Boom Rough Terrain Lift Trucks	7.7	▲ 0.1	9.6	▲ 0.1
Tractor-Loader-Backhoes	8.1	– 0.0	11.3	▲ 0.3

Age Benchmarks, by Manufacturer				
	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
Bobcat	7.2	– 0.0	9.2	▲ 0.7
Case	10.3	▲ 0.2	14.0	▲ 1.9
Caterpillar	9.6	▲ 0.1	16.4	▲ 0.3
Deere	9.9	▲ 0.1	11.6	▲ 0.2
Gehl	7.0	▲ 0.1	7.9	▼ -0.1
Genie	7.6	▼ -0.1	9.3	▲ 0.2
Hyster	12.3	▲ 0.2	17.4	▲ 1.8
Ingersoll Rand	10.4	▲ 0.2	11.4	▲ 0.5
JCB	6.6	– 0.0	6.3	▼ -1.0
JLG	7.6	– 0.0	8.6	– 0.0
Komatsu	9.2	– 0.0	10.0	▲ 0.4
New Holland	9.2	▲ 0.1	9.6	▲ 0.1
Sky Trak	7.5	▲ 0.1	9.0	– 0.0
Skyjack	7.1	▼ 0.1	8.1	– 0.0
Volvo	6.4	– 0.0	8.0	▲ 0.2



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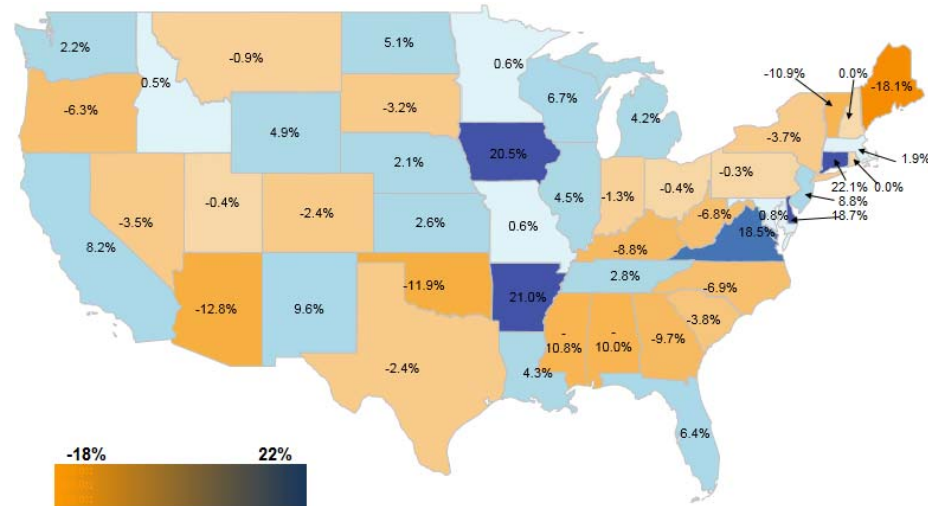
Agricultural Equipment

Marketplace Activity, Past 30 Days	Auction (Public) Not included in Ag*	Resale (Private) 101,250 equipment units
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*Due to auction sales being a very small portion of the ag market, we exclude auction activity in the INDEX

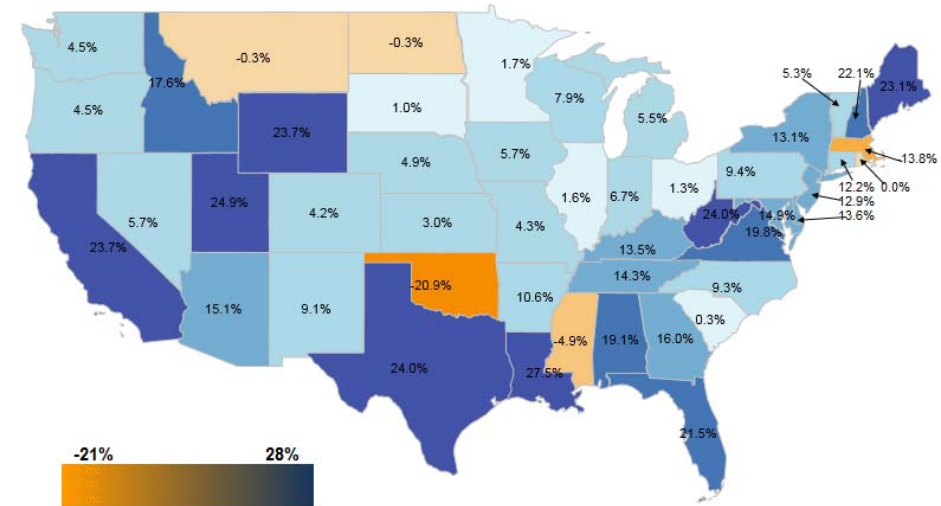
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Agricultural Equipment

Age Benchmarks, by Category				
	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
Wheel Tractors	11.1	▼ -1.6	7.0	▼ -9.0
Combines	9.3	▼ -0.2	9.7	▼ -1.8
Balers	9.0	▲ 0.1	8.5	▼ -2.7
Corn Headers	8.0	▼ -0.1	6.4	▼ -2.0
Track Tractors	5.9	▼ -0.2	8.6	▲ 2.3
Auger Headers	10.1	▲ 0.2	11	▲ 0.8
Grain Carts/Wagons	6.5	▼ -0.1	7.6	- 0.0
Planters	8.1	- 0.0	17	▲ 7.4
Self-Propelled Windrowers	8.4	▲ 0.2	3.3	▼ -6.6
Draper Headers	3.7	▼ -0.2	10	▲ 9.0

Age Benchmarks, by Manufacturer				
	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
Deere	9.3	▼ -0.8	6.8	▼ -5.8
Case IH	9.2	▼ -0.5	9.2	▼ -4.0
New Holland	9.8	▼ -0.1	11.8	▲ 1.7
Kubota	7.6	▼ -1.6	12.5	- 0.0
Challenger	5.3	▼ -0.3	7.8	▼ -1.0
Massey Ferguson	15.3	▼ -2.7	9.5	▼ -3.5
Ford	34.6	▼ -0.2	34.2	- 0.0
Claas	8.0	▼ -0.2	5.3	- 0.0



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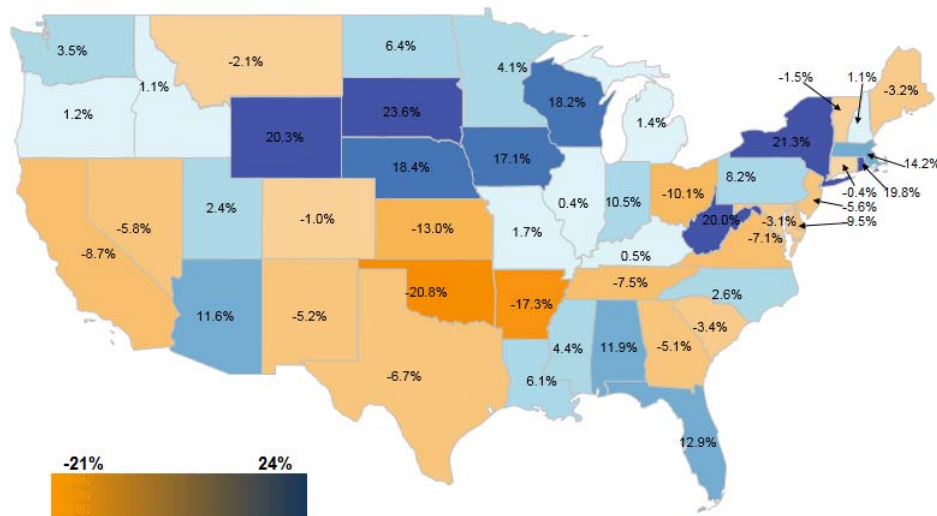


Trucks

Marketplace Activity, Past 30 Days	Auction (Public) 625	Resale (Private) 31,189 equipment units
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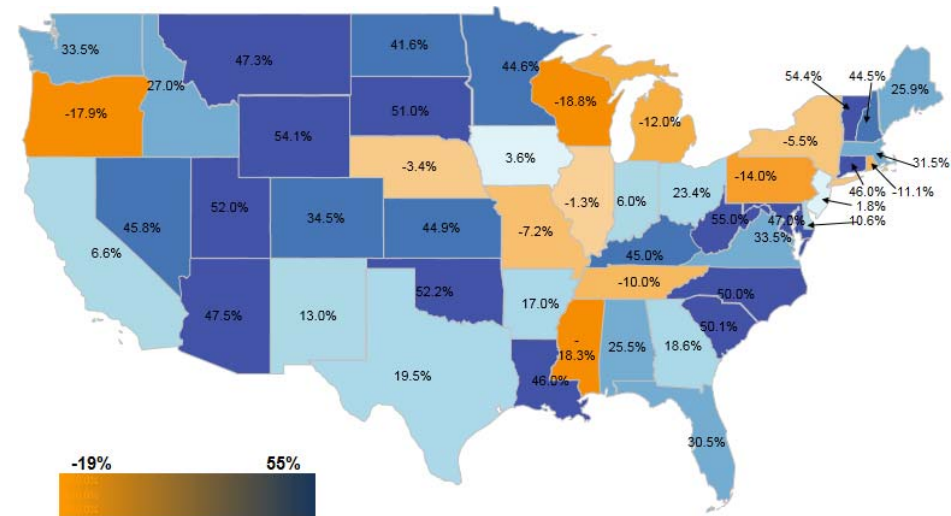
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Trucks

Age Benchmarks, by Category				
	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
Heavy Duty	5.1	▼ -0.8	10.2	▲ 0.3
Medium Duty	4.8	▼ -0.3	10.5	▼ -0.6
Light Duty	0.8	▼ -4.0	8.7	▼ -0.2

Age Benchmarks, by Manufacturer				
	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
Freightliner	5.8	▼ -0.6	10.8	▼ -0.4
International	5.0	▼ -0.9	8.0	▼ -1.5
Kenworth	4.5	▼ -0.5	9.1	▼ -0.2
Volvo	4.1	▼ -0.6	12.2	▲ 2.7
Peterbilt	4.4	▼ -1.6	10.1	▲ 0.6