

EquipmentWatch INDEX™

December 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, lift truck, ag and truck industries to make better informed heavy equipment decisions around price, market share and equipment age metrics.

Construction Equipment

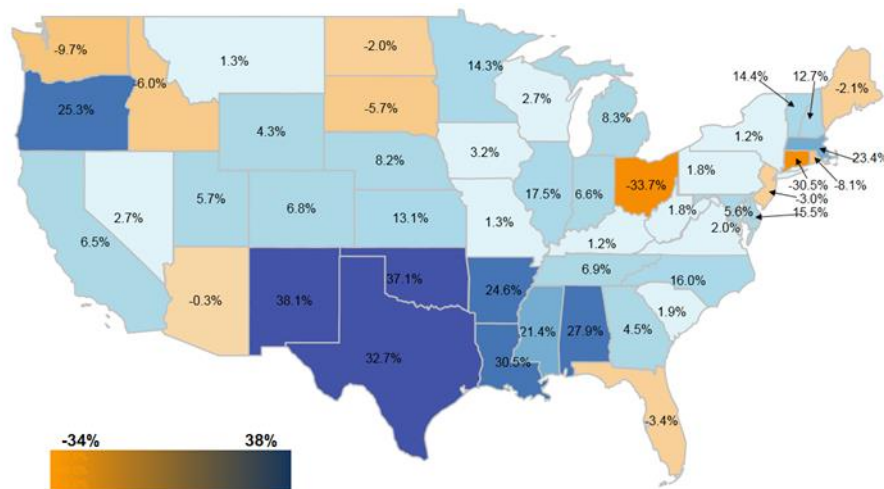
Marketplace Activity, Past 30 Days

Auction (Public) | 2,144 equipment units

Resale (Private) | 149,250 equipment units

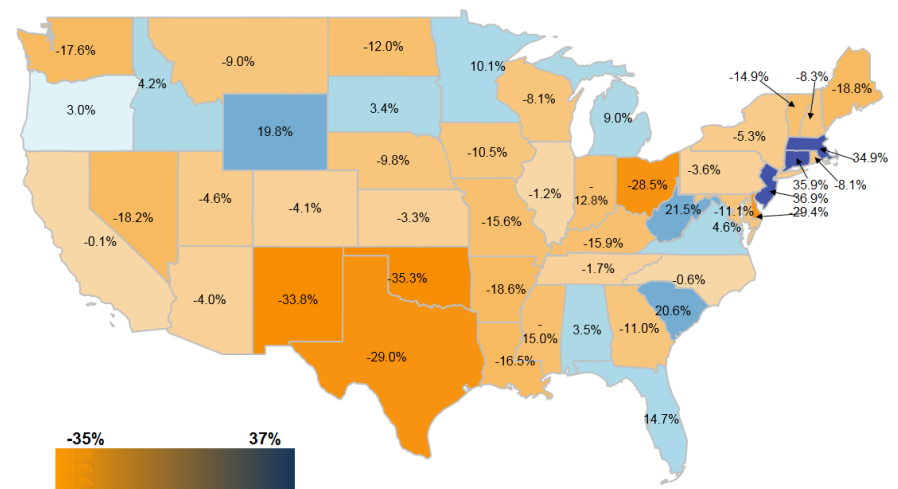
Price INDEX

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	10.3 ▲ 0.1	13.2 – 0.0
Compact Track Loaders	4.3 ▼ -0.2	5.7 ▼ -0.4
Crawler Mounted Hydraulic Excavators	7.9 ▼ -0.2	11.4 ▲ 1.2
Electric Self Propelled Scissor Lifts	7.0 – 0.0	8.5 ▼ -0.1
I.C. Self Propelled Telescopic Boom Aerial Lifts	8.1 ▼ -0.1	10.1 ▼ -0.6
Single Drum Vibratory Compactors	8.8 – 0.0	12.6 ▼ -2.0
Skid Steer Loaders	6.0 ▼ -0.1	8.4 ▼ -1.2
Standard Crawler Dozers	14.4 ▲ 0.1	17.5 ▼ -0.2
Tractor-Loader-Backhoes	8.2 ▼ -0.1	11.8 ▲ 0.1

Age Benchmarks, by Manufacturer

	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Bobcat	6.4 ▼ -0.5	9.2 ▼ -1.0
Case	8.7 ▼ -0.6	12.0 ▼ -1.5
Caterpillar	9.5 – 0.0	13.1 ▲ 0.4
Deere	8.1 ▼ -0.4	10.2 ▼ -2.2
Gehl	5.2 ▼ -0.1	9.4 ▲ 0.8
Genie	7.4 ▼ -0.1	8.8 ▼ -1.0
Terex	7.8 ▼ -0.2	12.8 – 0.0
Ingersoll Rand	9.4 ▼ -1.2	14.0 ▲ 0.1
JCB	5.4 ▲ 0.2	7.8 ▼ -0.4
JLG	7.5 ▼ -0.1	8.9 ▲ 0.3
Komatsu	9.0 ▼ -0.3	10.8 ▼ -0.2
New Holland	7.2 – 0.0	13.3 ▲ 1.9
Skyjack	6.9 ▲ 0.1	9.7 ▲ 0.7
Volvo	7.3 ▲ 0.2	5.2 ▼ -2.2



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Lift Trucks

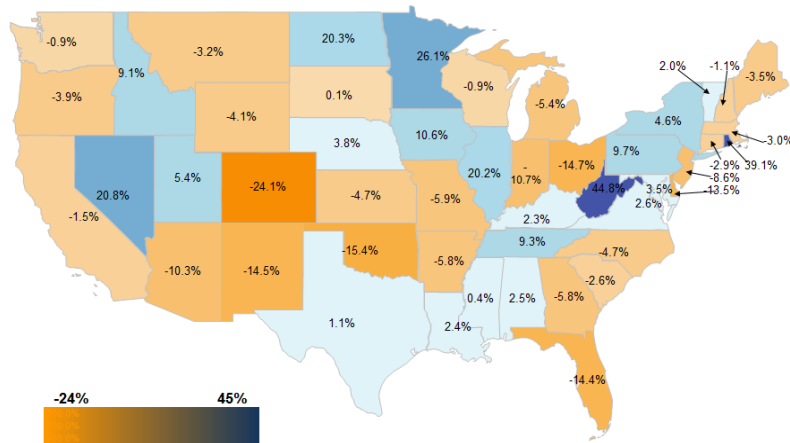
Marketplace Activity, Past 30 Days

Auction (Public) | 256 equipment units

Resale (Private) | 24,560 equipment units

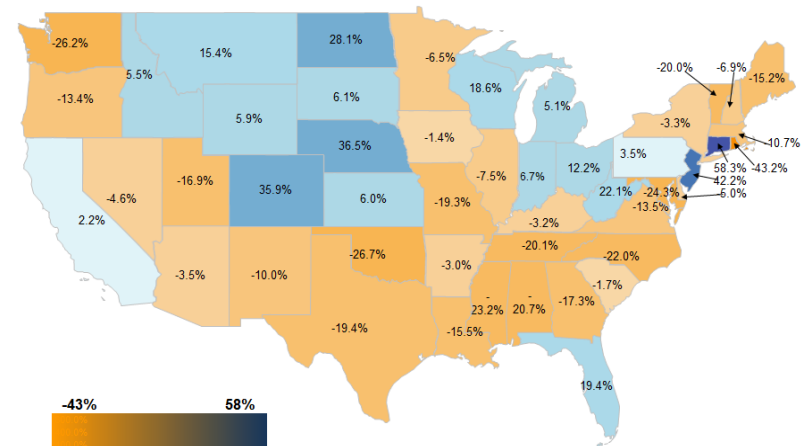
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A State Specific Measure of Monthly Price Differential (Resale Data)



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Age Benchmarks, by Category

	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
I.C. Cushion Tire Lift Trucks	11.1	▲ 0.2	10.5	▲ 4.5
I.C. Pneumatic Tire Lift Trucks	9.8	▼ -0.6	16.0	▼ -0.5
Cushion Tire Sit-Down Electric Lift Truck	11.0	▼ -0.2	16.3	▲ 2.5
Straight Mast Rough Terrain Lift Trucks	9.9	▼ -1.2	19.6	▲ 5.2
Telescoping Boom Rough Terrain Lift Truck	8.3	▼ -0.1	8.7	▲ 0.6

Age Benchmarks, by Manufacturer

	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
Caterpillar	9.7	- 0.0	14.0	▼ -0.5
Genie	8.0	▲ 0.1	8.1	▼ -0.3
Gehl	8.2	- 0.0	9.4	▼ -0.6
Hyster	12.2	▲ 0.1	19.3	▼ -1.9
JLG	8.3	- 0.0	8.9	▲ 0.3
Toyota	8.6	▼ -0.7	10.2	▼ -1.1



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Agricultural Equipment

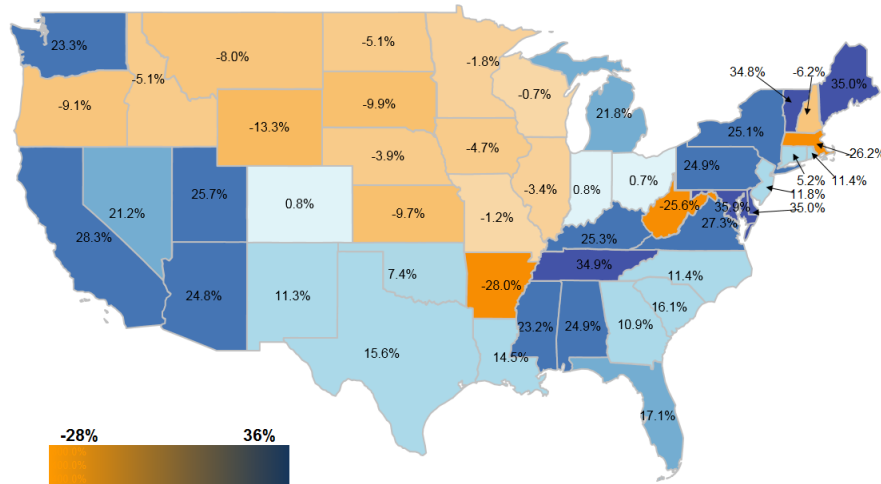
Marketplace Activity, Past 30 Days

Auction (Public) | 766 equipment units

Resale (Private) | 78,056 equipment units

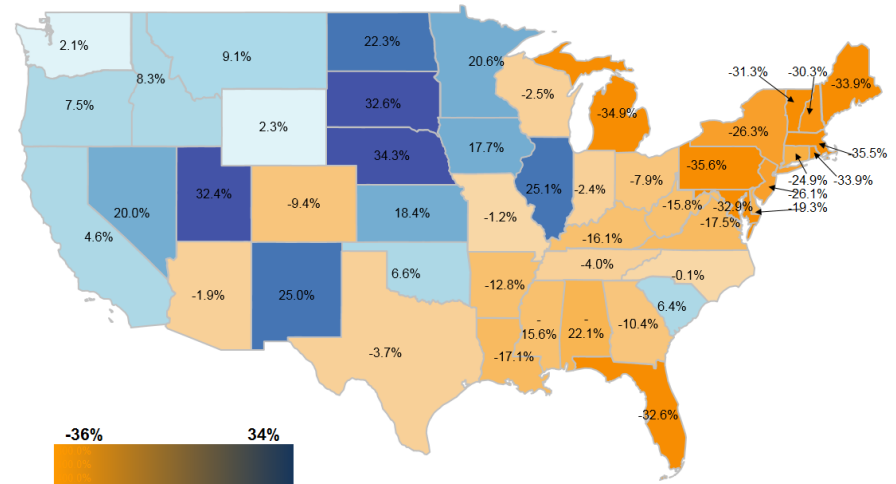
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Age Benchmarks, by Category		
	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Wheel Tractors	8.7 ▼ -2.0	16.6 ▼ -3.6
Combines	11.0 ▼ -1.0	9.7 ▼ -5.5
Balers	8.6 ▼ -1.1	12.8 ▼ -0.6
Corn Headers	8.6 ▼ -1.0	9.3 ▼ -0.3
Track Tractors	5.5 ▼ -0.3	7.8 ▲ 0.5
Auger Headers	10.1 ▼ -2.8	11.9 ▲ 0.5
Grain Carts/Wagons	6.2 ▼ -0.1	11.8 ▲ 1.5
Planters	7.1 ▼ -0.3	12.2 ▲ 1.2
Self-Propelled Windrowers	7.7 ▼ -0.5	6.8 ▼ -8.7
Draper Headers	3.8 ▼ -1.6	5.5 ▲ 1.7

Age Benchmarks, by Manufacturer		
	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Deere	7.8 ▼ -1.7	12.3 ▼ -4.4
Case IH	8.9 ▲ 0.2	9.5 ▼ -3.7
New Holland	10.4 ▲ 1.0	9.9 ▼ -2.5
Kubota	8.4 ▲ 1.2	9.4 ▲ 2.6
Challenger	5.2 ▼ -0.2	6.3 ▼ -1.1
Massey Ferguson	9.6 ▼ -5.5	21.9 ▼ -2.0
Ford	30.4 ▼ -3.8	35.8 ▲ 2.7
Claas	7.9 ▲ 1.5	11.4 ▲ 0.2



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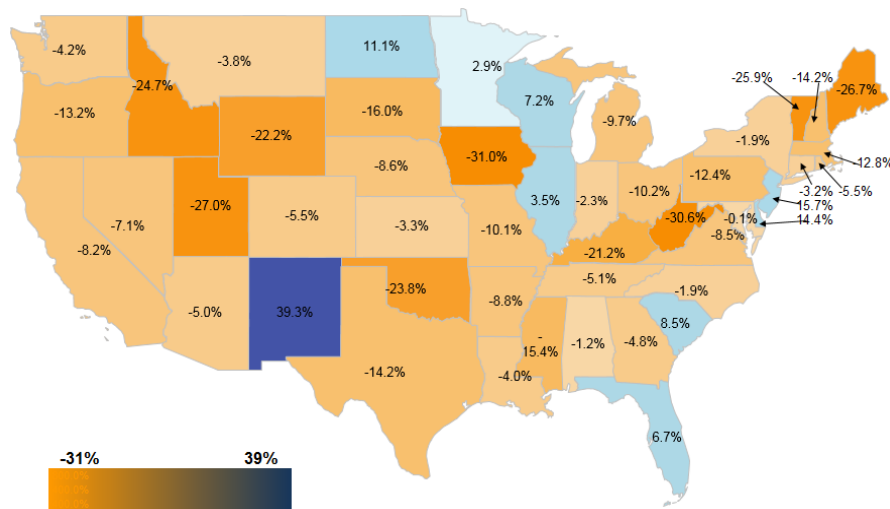


Commercial Trucks

Marketplace Activity, Past 30 Days	Auction (Public) 847 equipment units	Resale (Private) 20,398 equipment units
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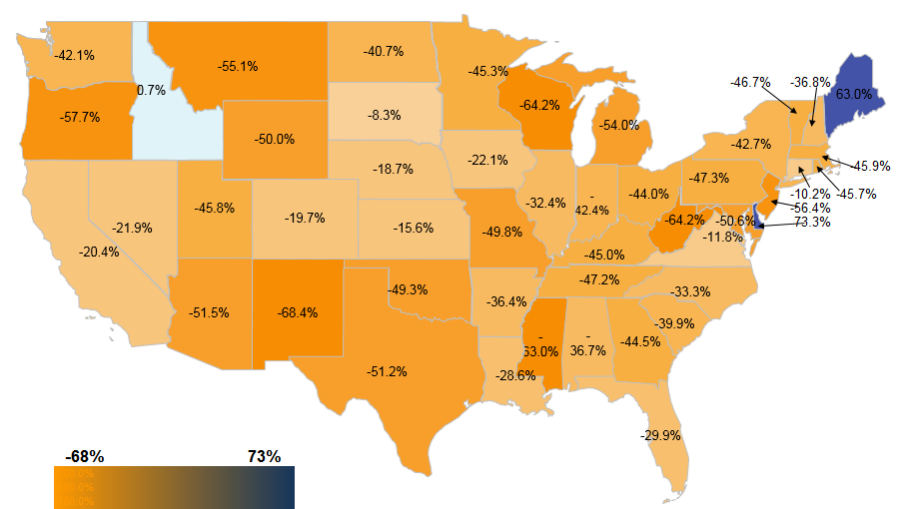
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Age Benchmarks, by Category

	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
Heavy Duty	5.6	▲ 0.1	9.8	▼ -1.0
Medium Duty	3.9	▼ -0.8	9.4	▼ -0.1
Light Duty	4.2	▲ 2.0	8.5	▼ -0.1

Age Benchmarks, by Manufacturer

	Average Age, Resale (yrs)		Average Age, Auction (yrs)	
Freightliner	6.2	— 0.0	11.4	▼ -2.2
International	6.1	— 0.0	8.4	▼ -0.1
Kenworth	3.8	▼ -0.7	10.3	▼ -0.2
Volvo	5.3	▲ 0.7	10.6	▼ -2.0
Peterbilt	5.8	— 0.0	8.3	▼ -1.0

