

February 2015 in Review | A Monthly Recap of Critical Heavy Equipment Benchmarks



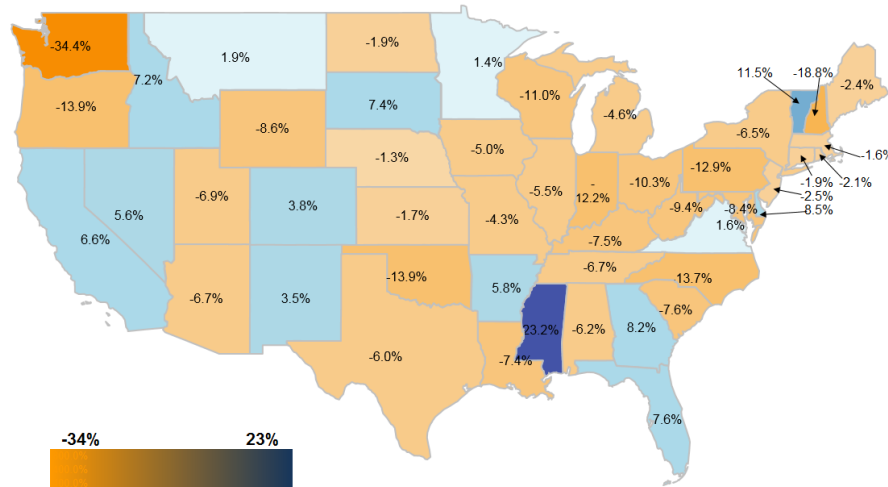
The EquipmentWatch **INDEX™** is a free monthly resource for critical thinkers in the **construction, lift truck, ag, and truck** industries to make better informed heavy equipment decisions around price, market share and equipment age metrics.

Construction Equipment

Marketplace Activity, Past 30 Days	Auction (Public) 4,496 equipment units	Resale (Private) 193,356 equipment units
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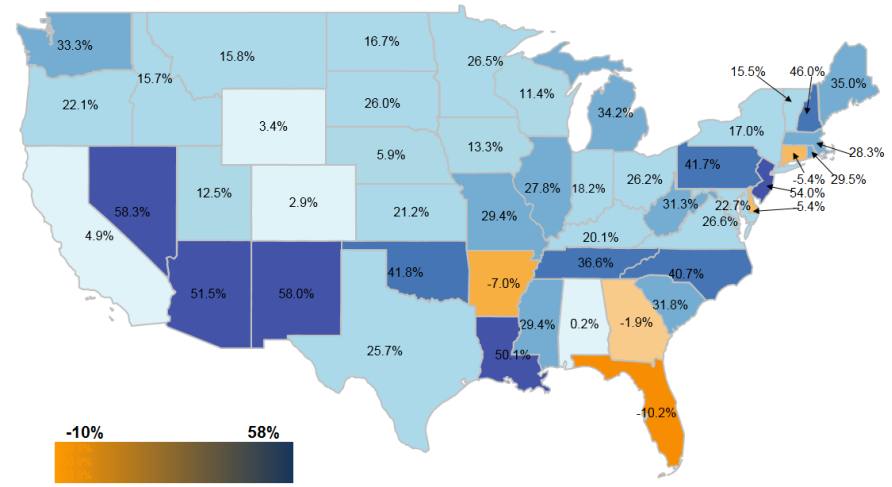
Price INDEX

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	10.6 ▼ -0.4	13.2 ▼ -1.4
Compact Track Loaders	5.4 ▲ 0.2	5.5 ▼ -1.1
Crawler Mounted Hydraulic Excavators	8.8 ▲ 0.1	8.4 ▼ -4.6
Crawler Mounted Compact Excavators	6.3 -0.0	8.0 ▼ -1.7
Electric Self Propelled Scissor Lifts	7.9 ▼ -0.1	8.6 ▼ -0.7
I.C. Self-Propelled Telescopic Boom Aerial Lifts	9.4 ▲ 0.1	9.7 ▼ -1.4
Single Drum Vibratory Compactors	9.3 -0.0	9.0 ▼ -4.9
Skid Steer Loaders	7.3 ▲ 0.5	8.1 ▼ -0.6
Standard Crawler Dozers	14.9 ▲ 0.2	14.2 ▼ -3.2
Tractor-Loader-Backhoes	8.9 ▲ 0.1	9.4 ▼ -2.4

Age Benchmarks, by Manufacturer

	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Bobcat	7.5 -0.0	9.3 ▼ -0.8
Bomag	10.3 ▼ -0.1	7.8 ▼ -7.4
Case	9.6 ▼ -0.1	12.9 ▲ 2.9
Caterpillar	10.5 ▲ 0.2	11.5 ▼ -3.3
Deere	8.6 ▲ 0.4	9.7 ▼ -0.7
Ditch Witch	9.1 ▲ 0.5	10.1 ▲ 0.5
Genie	8.3 -0.1	9.1 ▼ -0.2
Terex	9.9 ▲ 1.9	9.8 ▼ -1.7
Ingersoll Rand	11.1 ▲ 0.6	12.1 ▼ -0.2
JCB	7.1 ▲ 0.7	9.2 ▼ -0.8
JLG	8.5 -0.0	9.1 ▼ -0.6
Komatsu	10.1 ▼ -0.2	10.0 ▼ -2.5
New Holland	7.8 -0.0	8.6 ▼ -4.0
Skyjack	7.8 ▼ -0.1	8.9 ▼ -1.9
Volvo	8.4 ▲ 0.7	5.9 ▼ -0.7



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Lift Trucks

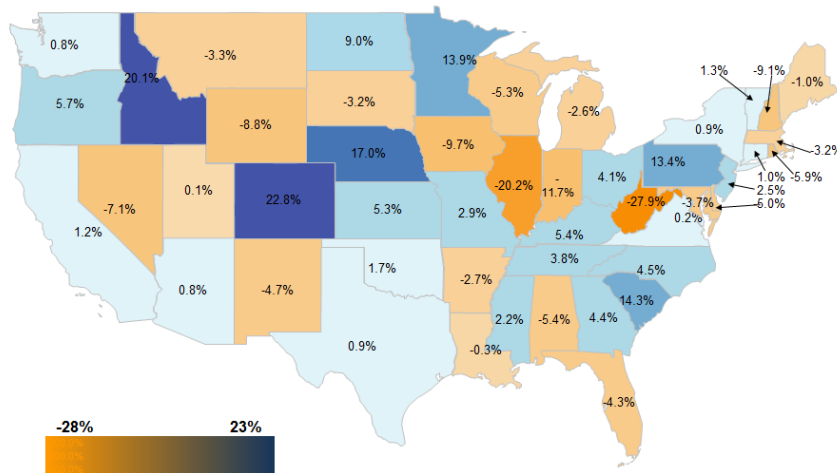
Marketplace Activity, Past 30 Days

Auction (Public) | 765 equipment units

Resale (Private) | 32,023 equipment units

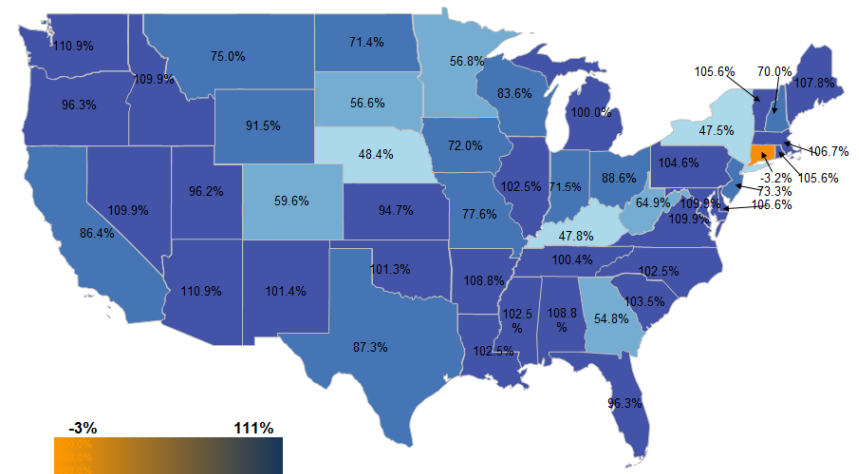
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A State Specific Measure of Monthly Price Differential (Resale Data)



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Age Benchmarks, by Category

	Average Age, Resale (yrs)	Average Age, Auction (yrs)
I.C. Cushion Tire Lift Trucks	11.5 ▼ - 0.1	10.9 ▼ - 0.3
I.C. Pneumatic Tire Lift Trucks	10.2 ▲ 0.5	13.1 ▲ 3.6
Cushion Tire Sit-Down Electric Lift Truck	11.4 ▼ - 0.2	13.6 ▼ - 3.1
Straight Mast Rough Terrain Lift Trucks	10.6 ▲ 0.4	12.2 ▲ 4.4
Telescoping Boom Rough Terrain Lift Truck	8.2 - 0.0	8.8 ▲ 1.8

Age Benchmarks, by Manufacturer

	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Caterpillar	9.3 ▼ - 0.2	10.5 ▲ 3.0
Genie	7.8 - 0.0	8.3 ▼ - 0.1
Gehl	8.02 ▼ - 0.1	8.3 ▲ 2.5
Hyster	12.1 ▲ 0.1	14.9 ▲ 4.9
JLG	8.1 ▼ - 0.2	8.1 ▲ 0.9
Toyota	8.7 ▼ - 0.1	9.7 ▼ - 2.6



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Agricultural Equipment

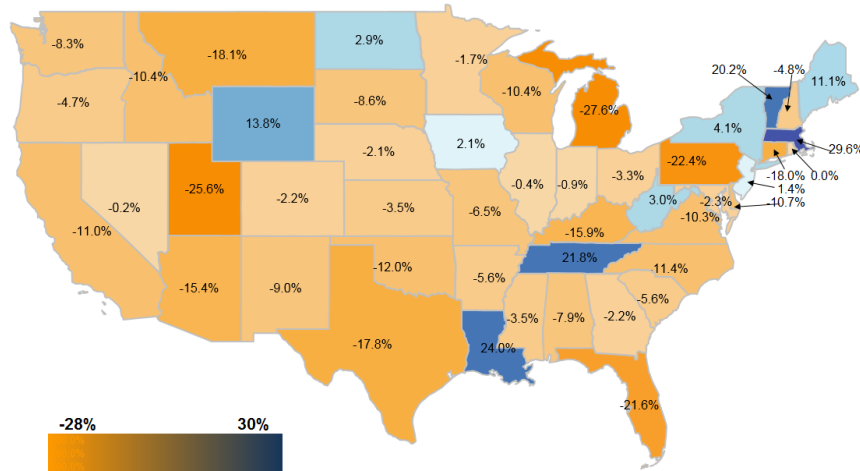
Marketplace Activity, Past 30 Days

Auction (Public) | 549 equipment units

Resale (Private) | 112,292 equipment units

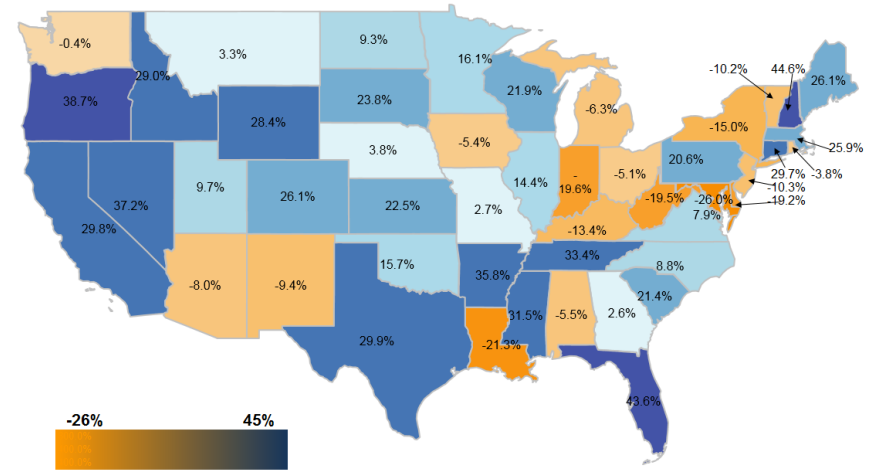
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Age Benchmarks, by Category		
	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Wheel Tractors	9.4 ▲ 0.4	18.3 ▲ 0.7
Combines	8.9 ▼ -0.1	17.3 ▲ 6.6
Balers	9.5 ▲ 0.3	10.1 ▼ -3.7
Corn Headers	8.7 ▼ -0.4	12.3 ▲ 1.9
Track Tractors	6.2 ▼ -0.5	9.7 ▲ 0.9
Auger Headers	10.7 ▲ 0.1	9.4 ▼ -3.5
Grain Carts/Wagons	7.1 ▼ -0.1	8.5 ▼ -4.3
Planters	8.3 ▲ 0.1	10.3 ▼ -2.8
Self-Propelled Windrowers	8.2 ▼ -0.1	7.8 ▲ 1.2
Draper Headers	3.8 ▼ -0.3	4.7 ▼ -1.8

Age Benchmarks, by Manufacturer		
	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Deere	7.8 ▼ -0.3	16.7 ▲ 3.4
Case IH	9.5 ▼ -0.3	13.5 ▲ 3.0
New Holland	10.8 - 0.0	11.2 ▲ 0.3
Kubota	6.7 ▼ -1.4	9.9 ▼ -0.5
Challenger	6.3 ▼ -0.2	8.4 ▲ 1.1
Massey Ferguson	12.3 ▲ 1.8	17.0 ▲ 2.0
Kinze	9.3 - 0.0	5.3 ▼ -6.0
Claas	7.7 ▲ 0.1	10.3 ▼ -1.1



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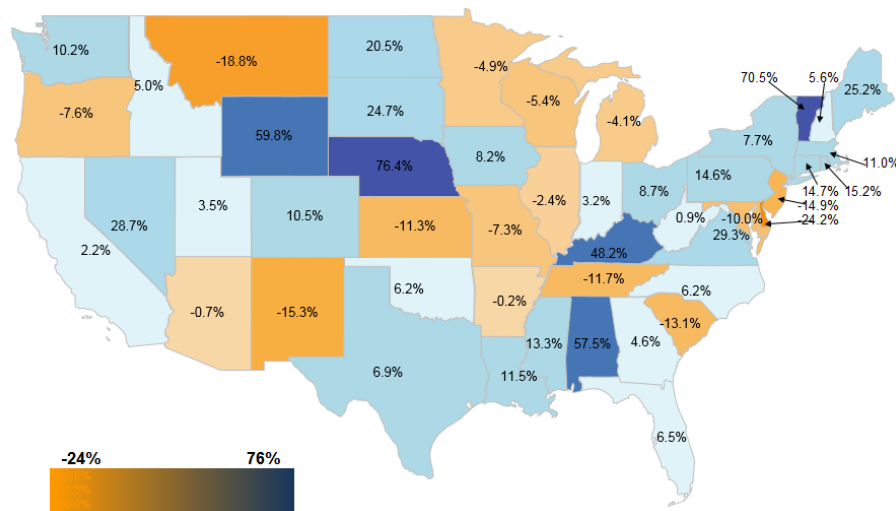


Commercial Trucks

Marketplace Activity, Past 30 Days	Auction (Public) 767 equipment units	Resale (Private) 31,325 equipment units
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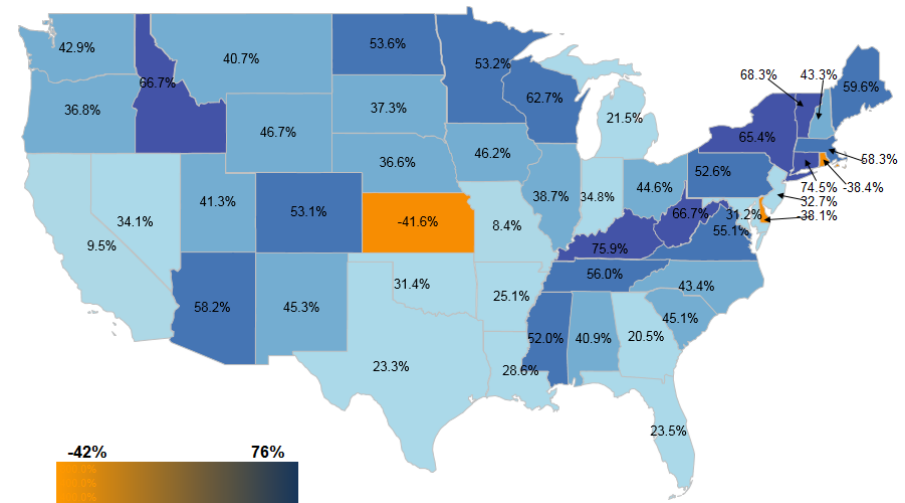
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Age Benchmarks, by Category

	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Heavy Duty	7.9 - 0.0	8.4 ▼ -2.1
Medium Duty	5.8 ▲ 0.5	6.6 ▼ -2.9
Light Duty	3.3 ▼ -2.6	9.6 ▼ -0.5

Age Benchmarks, by Manufacturer

	Average Age, Resale (yrs)	Average Age, Auction (yrs)
Freightliner	8.7 ▲ 0.3	10.2 ▼ -2.0
International	7.3 ▼ -0.7	6.6 ▼ -2.2
Kenworth	4.3 ▼ -0.9	8.9 ▼ -2.8
Volvo	6.9 ▼ -0.6	11.1 ▼ -1.2
Peterbilt	7.6 ▼ -1.4	6.4 ▼ -2.8

