



SUMMARY

CONSTRUCTION

LIFT/ACCESS

AGRICULTURE

COMMERCIAL TRUCK

MARKET DATA: AUGUST 2019

EquipmentWatch remains the largest sales database on the planet with 20x the sales data of any other source.

**\$28,548,643,549**

RESALE  
**\$28,393,841,957**

373,234 Assets

AUCTION  
**\$154,801,592**

8,240 Assets

The *EquipmentWatch Market Report*™ is a monthly resource for the construction, lift/access, agriculture and commercial truck industries to make better-informed decisions by leveraging key **equipment values, market activity, age and usage metrics.**

How is the Price Stability INDEX calculated?

MARKET SUMMARY

For more detailed articles, visit [EquipmentWatch Intelligence](#) online.

MARKET ACTIVITY	YEAR OVER YEAR MARKET METRICS		MONTH OVER MONTH MARKET METRICS		PRICE STABILITY INDEX™
	VALUES	FLV	VALUES	FLV	
<b>CONSTRUCTION</b> \$16,519,945,118 MARKET VALUE 167,369 ASSETS	▲ 2.4% FMV ▲ 13.3% RESALE ▲ 16.1% AUCTION	▼ 8.3% FLV	▼ 1.0% FMV ▼ 5.4% RESALE	▼ 3.9% FLV ▲ 22.2% AUCTION	98.96 95 ——— 105 DEFLATED STABLE INFLATED
<b>LIFT/ACCESS</b> \$925,919,491 MARKET VALUE 30,307 ASSETS	▼ 6.9% FMV ▼ 37.5% RESALE ▲ 73.9% AUCTION	▼ 3.4% FLV	▼ 1.6% FMV ▼ 23.9% RESALE	▼ 2.7% FLV ▲ 87.2% AUCTION	98.90 95 ——— 105 DEFLATED STABLE INFLATED
<b>AGRICULTURE</b> \$6,499,237,590 MARKET VALUE 78,202 ASSETS	▼ 0.1% FMV ▼ 8.1% RESALE ▼ 68.1% AUCTION	▲ 3.1% FLV	▼ 0.3% FMV ▼ 1.5% RESALE	▼ 4.4% FLV ▼ 33.7% AUCTION	99.55 95 ——— 105 DEFLATED STABLE INFLATED
<b>COMMERCIAL TRUCK</b> \$4,603,541,350 MARKET VALUE 105,596 ASSETS	▼ 13.6% FMV ▼ 33.8% RESALE ▲ 41.8% AUCTION	▲ 3.4% FLV	▼ 1.5% FMV ▲ 1.8% RESALE	▲ 1.6% FLV ▼ 1.2% AUCTION	98.77 95 ——— 105 DEFLATED STABLE INFLATED



SUMMARY

**CONSTRUCTION**

LIFT/ACCESS

AGRICULTURE

COMMERCIAL TRUCK

How is the Price Stability INDEX calculated?

**CONSTRUCTION**

**OVERALL** TYPE TRENDS BRAND TRENDS REGIONAL TRENDS

**MARKET ACTIVITY**

**\$16,519,945,118** **167,369**  
MARKET VALUE ASSETS

**YEAR OVER YEAR**

**MARKET METRICS**

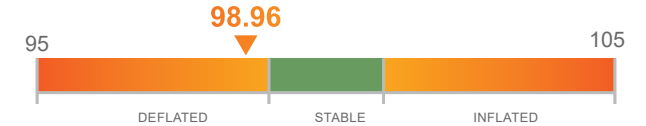
VALUES **▲ 2.4%** **▼ 8.3%**  
FMV FLV  
VOLUME **▲ 13.3%** **▲ 16.1%**  
RESALE AUCTION

**MONTH OVER MONTH**

**MARKET METRICS**

VALUES **▼ 1.0%** **▼ 3.9%**  
FMV FLV  
VOLUME **▼ 5.4%** **▲ 22.2%**  
RESALE AUCTION

**PRICE STABILITY INDEX™**



**MARKET PERFORMANCE**

The construction markets saw decreases of 1.0% in average FMV and 3.9% in average FLV. When compared to August of 2018, the average FMV is still slightly higher (2.4%), but the average FLV has declined by just over 8%.

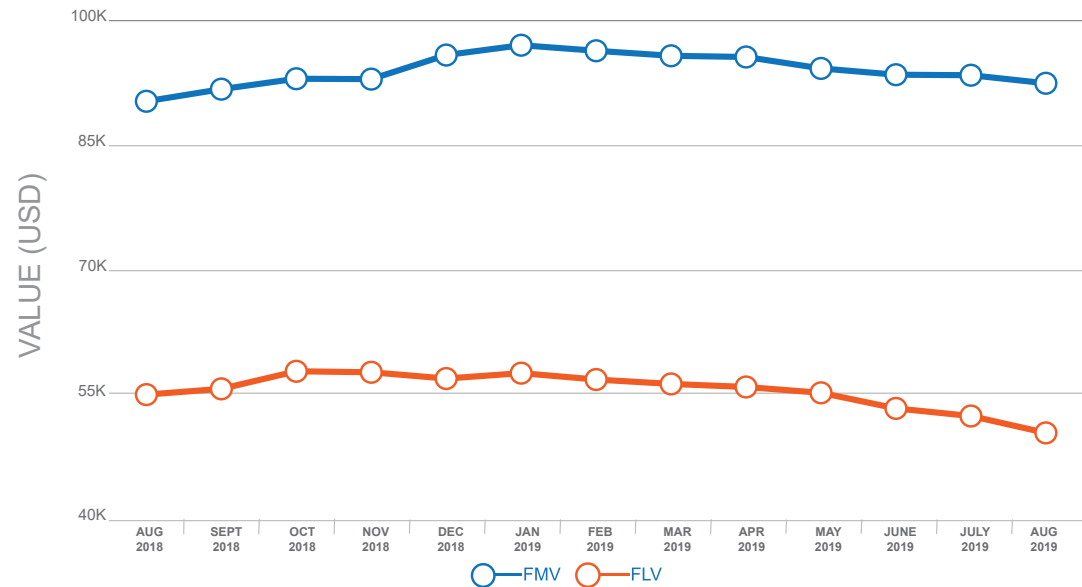
**MARKET HIGHLIGHTS**

- The average age and utilization on the auction channel both dropped by over 13% month-over-month, while average age remained relatively even on the resale channel and average utilization increased by 6%.
- The overall number of assets in the construction markets dropped by 1% from July to August, while the overall market value of the markets dropped by about 3.6%.
- Month-over-month market activity dropped by over 5% on the resale channel, while the auction channel saw an increase of just over 22%. Both channels are up by over 13% when compared to last August.

**MARKET FORECAST**

We expect to see overall values remain relatively even with slight drops for September, while resale volume should stay about the same, while auction volume should increase.

**FMV AND FLV TRENDS**



	VOLUME CHANGE		AVERAGE AGE		USAGE	
<b>MONTH OVER MONTH</b>	<b>▼ 5.4%</b> RESALE	<b>▲ 22.2%</b> AUCTION	<b>▼ 0.7%</b> RESALE	<b>▼ 13.2%</b> AUCTION	<b>▲ 6.0%</b> RESALE	<b>▼ 18.4%</b> AUCTION
<b>YEAR OVER YEAR</b>	<b>▲ 13.3%</b> RESALE	<b>▲ 16.1%</b> AUCTION	<b>▲ 3.2%</b> RESALE	<b>▼ 11.9%</b> AUCTION	<b>▲ 6.1%</b> RESALE	<b>▼ 15.7%</b> AUCTION



SUMMARY

CONSTRUCTION

**LIFT/ACCESS**

AGRICULTURE

COMMERCIAL TRUCK

**LIFT/ACCESS**

**OVERALL**

TYPE TRENDS

BRAND TRENDS

REGIONAL TRENDS

[How is the Price Stability INDEX calculated?](#)

**MARKET ACTIVITY**

**\$925,919,491**  
MARKET VALUE

**30,307**  
ASSETS

**YEAR OVER YEAR**

**MARKET METRICS**

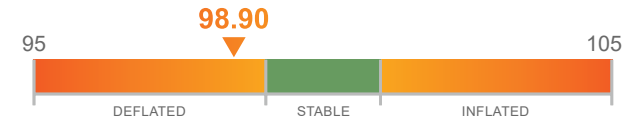
VALUES ▼ **6.9%** FMV ▼ **3.4%** FLV  
VOLUME ▼ **37.5%** RESALE ▲ **73.9%** AUCTION

**MONTH OVER MONTH**

**MARKET METRICS**

VALUES ▼ **1.6%** FMV ▼ **2.7%** FLV  
VOLUME ▼ **23.9%** RESALE ▲ **87.2%** AUCTION

**PRICE STABILITY INDEX™**



**MARKET PERFORMANCE**

From July to August of 2019, values on both the resale and auction channels decreased slightly. In addition, there was a large drop in volume on the resale channel, yet a large increase on the auction channel for volume.

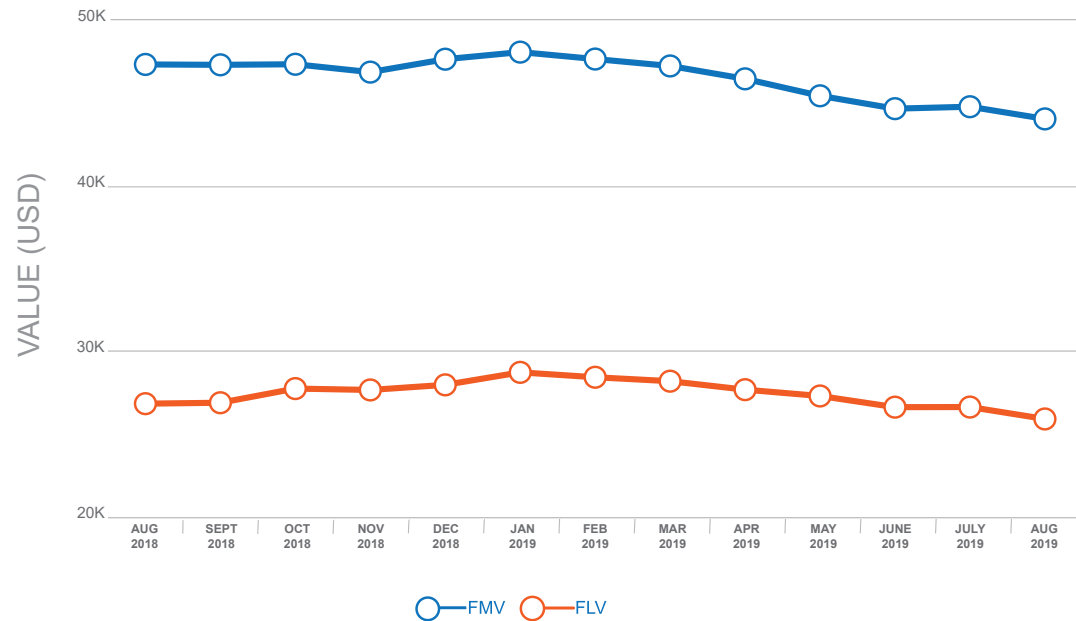
**MARKET HIGHLIGHTS**

- The resale channel saw a 23.9% drop in volume from July to August 2019, and then an even greater drop of 37.5% drop from August 2018 to August 2019. At the same time, the auction channel saw a rise in volume of 87.2% from July to August 2019, and a rise of 73.9% from August 2018 to August 2019.
- Average age has dropped across the board on the resale and auction channels, showing an influx of newer assets in the market overall in August 2019.
- The usage on the resale channel has stayed relatively the same during both July to August 2019, as well as August 2018 to August 2019. However, the usage for the auction channel has dropped 6.8% from July to August 2019, and then dropped 8.5% from August 2018 to August 2019.

**MARKET FORECAST**

While the values did not change much from last month to this month, expect the volume to continue to decrease as the market begins slowing down in the colder months towards the end of auction season.

**FMV AND FLV TRENDS**



	VOLUME CHANGE		AVERAGE AGE		USAGE	
<b>MONTH OVER MONTH</b>	▼ <b>23.9%</b> RESALE	▲ <b>87.2%</b> AUCTION	▼ <b>2.9%</b> RESALE	▼ <b>15.5%</b> AUCTION	▲ <b>0.9%</b> RESALE	▼ <b>6.8%</b> AUCTION
<b>YEAR OVER YEAR</b>	▼ <b>37.5%</b> RESALE	▲ <b>73.9%</b> AUCTION	▼ <b>2.6%</b> RESALE	▼ <b>1.3%</b> AUCTION	▲ <b>0.2%</b> RESALE	▼ <b>8.5%</b> AUCTION



SUMMARY

CONSTRUCTION

LIFT/ACCESS

**AGRICULTURE**

COMMERCIAL TRUCK

How is the Price Stability INDEX calculated?

**AGRICULTURE**

**OVERALL** TYPE TRENDS BRAND TRENDS REGIONAL TRENDS

**MARKET ACTIVITY**

**YEAR OVER YEAR**

**MARKET METRICS**

**\$6,499,237,590**  
MARKET VALUE

**78,202**  
ASSETS

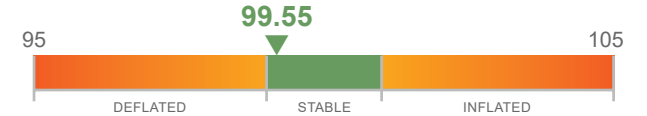
VALUES **▼ 0.1%** FMV **▲ 3.1%** FLV  
VOLUME **▼ 8.1%** RESALE **▼ 68.1%** AUCTION

**MONTH OVER MONTH**

**MARKET METRICS**

VALUES **▼ 0.3%** FMV **▼ 4.4%** FLV  
VOLUME **▼ 1.5%** RESALE **▼ 33.7%** AUCTION

**PRICE STABILITY INDEX™**



**MARKET PERFORMANCE**

The average FMV remained relatively stable with just a -0.3% change from July to August, indicating the agriculture market was stable with the Price Stability Index™ at 99.55. The average FLV decreased by 4.4% from July to August of 2019 but increased by 3.1% from August 2018 to August 2019, showing an upward movement in the average yearly FLV trend.

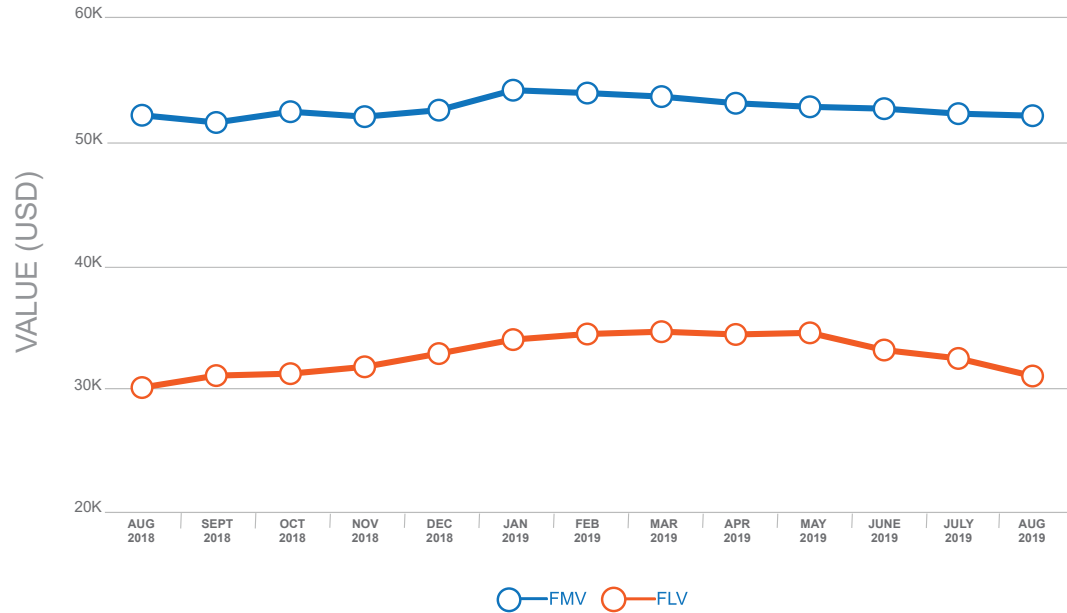
**MARKET HIGHLIGHTS**

- There was drop in market activity from July to August, which could be a result of equipment being in use for harvesting.
- Average age of equipment in the auction channel increased month-over-month and year-over-year, showing that equipment with higher age was brought into the auction channel.
- Average utilization across both resale and auction channels decreased from July to August, which was expected given the increase in the average utilization from June to July.

**MARKET FORECAST**

Traditionally, we have seen high volume on the auction channel in the month of September and we expect to see the trend will continue in 2019. Based on that trend, the volume could be expected to pick back up in September despite the volume drop from July to August.

**FMV AND FLV TRENDS**



	VOLUME CHANGE		AVERAGE AGE		USAGE	
<b>MONTH OVER MONTH</b>	<b>▼ 1.5%</b> RESALE	<b>▼ 33.7%</b> AUCTION	<b>▼ 2.3%</b> RESALE	<b>▲ 19.1%</b> AUCTION	<b>▼ 4.5%</b> RESALE	<b>▼ 13.6%</b> AUCTION
<b>YEAR OVER YEAR</b>	<b>▼ 8.1%</b> RESALE	<b>▼ 68.1%</b> AUCTION	<b>▲ 1.4%</b> RESALE	<b>▲ 12.9%</b> AUCTION	<b>▼ 15.9%</b> RESALE	<b>▼ 3.4%</b> AUCTION



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LIFT/ACCESS

AGRICULTURE

**COMMERCIAL TRUCK**

**COMMERCIAL TRUCK**

**OVERALL**

TYPE TRENDS

BRAND TRENDS

REGIONAL TRENDS

How is the Price Stability INDEX calculated?

**MARKET ACTIVITY**

**\$4,603,541,350**  
MARKET VALUE

**105,596**  
ASSETS

**YEAR OVER YEAR**

**MARKET METRICS**

VALUES ▼ **13.6%** ▲ **3.4%**  
FMV FLV

VOLUME ▼ **33.8%** ▲ **41.8%**  
RESALE AUCTION

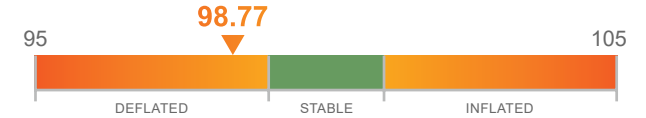
**MONTH OVER MONTH**

**MARKET METRICS**

VALUES ▼ **1.5%** ▲ **1.6%**  
FMV FLV

VOLUME ▲ **1.8%** ▼ **1.2%**  
RESALE AUCTION

**PRICE STABILITY INDEX™**



**MARKET PERFORMANCE**

FMV took another drop, staying consistent with the slight gradual drop we've noticed this year. Whereas the FLV had a small increase in August 2019.

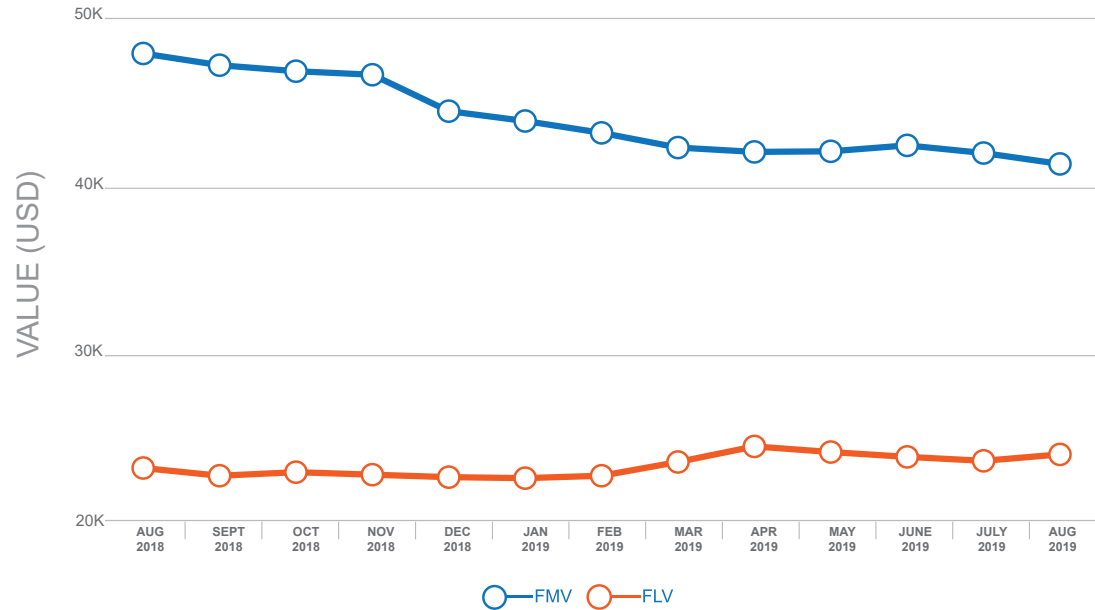
**MARKET HIGHLIGHTS**

- Average age on the resale channel increased month over month, but at a slower rate than previously while the auction channel average age remained relatively the same.
- Average usage on the auction channel declined, continuing the decline that has occurred all year, while the resale channel slowed with a smaller increase in average usage.
- The resale channel activity increases slowed last month and the auction channel decreased at a steady rate.

**MARKET FORECAST**

FMV is predicted to decrease into Q4 with auction channel activity picking up at the end of summer allowing FLV to rise.

**FMV AND FLV TRENDS**



	VOLUME CHANGE		AVERAGE AGE		USAGE	
<b>MONTH OVER MONTH</b>	▲ <b>1.8%</b> RESALE	▼ <b>1.2%</b> AUCTION	▲ <b>2.2%</b> RESALE	▲ <b>7.0%</b> AUCTION	0.0% RESALE	▼ <b>1.7%</b> AUCTION
<b>YEAR OVER YEAR</b>	▼ <b>33.8%</b> RESALE	▲ <b>41.8%</b> AUCTION	▼ <b>15.9%</b> RESALE	▲ <b>4.4%</b> AUCTION	▲ <b>23.6%</b> RESALE	▼ <b>11.4%</b> AUCTION



## APPENDIX

### INTRODUCTION

The EquipmentWatch Market Report is a compilation of a wide array of EquipmentWatch's data, designed to bring you an in-depth look at used equipment markets over the last month.

This Appendix is designed to answer your questions regarding this report. Here we define and illustrate how we think about values, market activity, age, Usage, and regional influence for the most common types of equipment seen on used markets across North America.

### OUR DATA

#### Selection Criteria for OEMs and Subtypes

EquipmentWatch tracks Resale and Auction prices and activity for over 15,000 models across 389 manufacturers throughout North America. With over \$800 billion in collected equipment transactions, EquipmentWatch is your primary source for intelligence regarding used equipment markets.

The data in this report is divided into four distinct equipment markets: Construction, Lift/Access, Agriculture, and Commercial Trucks. For each market, we selected the top equipment types based on their market share from January 2015 to December 2015. They're listed in the table to the right.

Construction	Lift/Access	Agriculture	Commercial Trucks
4-Wd Articulated Wheel Loaders	Electric Self Propelled Scissor Lifts	Track Tractors	Heavy Duty: Conventional - Sleeper (Heavy Tractor)
Articulated Frame Graders	I.C. Pneumatic Tire Lift Trucks	Balers	Heavy Duty: Conventional - Day Cab (Heavy Tractor)
Articulated Rear Dumps	I.C. Self Propelled Telescopic Boom Aerial Lifts	Combines	Heavy Duty: Conventional - Day Cab (Heavy Cab Chassis)
Compact Track Loaders	I.C. Self-Propelled Articulating Boom Aerial Lifts	Corn Headers	Medium Duty: Conventional - Day Cab (Cab Chassis)
Crawler Mounted Compact Excavators	Telescoping Boom Rough Terrain Lift Trucks	Wheel Tractors	Medium Duty: Cabover - Day Cab (Cab Chassis)
Crawler Mounted Hydraulic Excavators	I.C. Cushion Tire Lift Trucks	Planters	Medium Duty: Crew (Cab Chassis)
Large Generator Sets			
Single Drum Vibratory Compactors			
Skid Steer Loaders			
Standard Crawler Dozers			
Tandem Vibratory Compactors			
Tractor-Loader-Backhoes			



**APPENDIX**

We have also limited the scope of the EquipmentWatch Market Report to the following brands in each market:

Construction	Lift/Access	Agriculture	Commercial Truck
Bobcat	Caterpillar	Deere	International
Case	Genie	Case IH	Freightliner
Caterpillar	JLG	New Holland	Volvo
Deere	Sky Trak	Massey Ferguson	Kenworth
Komatsu	Skyjack	Challenger	Peterbilt
Volvo	Hyster	Kubota	Hino

**THE EQUIPMENTWATCH PRICE STABILITY INDEX™**

**Academic justification**

The EquipmentWatch Price Stability Index™ is a new metric for understanding used equipment markets for used heavy equipment. It measures resale price capacity based on the movement of market prices and market activity among the equipment types and manufacturers presented above.

**Methodology and Calculation**

The EquipmentWatch Price Stability Index™ is based on the Laspeyres Index, one of the many economic indices used to monitor changes in prices over time. To calculate it, we use the framework provided by the Laspeyres Index:

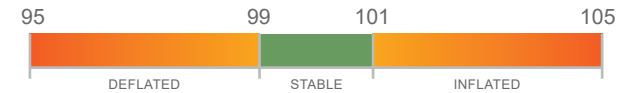
$$P_L = \frac{\sum(p_{c,t_n}) * (q_{c,t_0})}{\sum(p_{c,t_0}) * (q_{c,t_0})}$$

This equation sums the product of prices in the current month and quantity of the previous month and divides that by the product of prices in the previous month and quantity in the previous month.

We have modified this method to track the change in prices for each equipment type from month-to-month against the change in market activity for each equipment type month to month.

**Interpretation**

The EquipmentWatch Price Stability Index™ can be thought of as an index of price capacity. In more formal terms, it measures how efficiently used markets adjust to equilibrium given previous adjustments in prices and market activity. There are three primary ranges in the EquipmentWatch Price Stability Index™, as noted below:



When the EquipmentWatch Price Stability Index™ is higher than 101, that indicates that equipment is valued at a higher level than expected, given last month's prices and amount of market activity. We categorize this range as "Inflated".

When the EquipmentWatch Price Stability Index™ is lower than 99, it indicates that equipment is valued at a lower level than expected, given last month's prices and market activity. We categorize this range as "Deflated".

When the EquipmentWatch Price Stability Index™ is between 99 and 101, it is typically demonstrating that equipment prices and market activity are moving appropriately towards market equilibrium. We categorize this range as "Stable".

It is important to note that a higher rating on EquipmentWatch Price Stability Index™ does not necessarily imply that used markets are better than a lower rating. For some, price inflation is desirable; for others, it is undesirable. However, all parties involved in buying or selling equipment on used markets can use the EquipmentWatch Price Stability Index™ to easily understand how prices in a particular region or equipment channel are moving relative to the previous month.





**APPENDIX**

**SECTION GUIDES**

**The Introduction**

In the top left, we exhibit a tally of the estimated market value of market activity last month in the Resale channel and Auction channel.

In the main table, we display market activity and assets for each market, along with month over month and year over year changes in Fair Market Value and Forced Liquidation Value.

**Overall Trends**

This page is an overview of each channel. The graph highlights an overall FMV and FLV trend line for all of the equipment types and manufacturers in the report for the last 13 months. It also displays very general month over month and year over year trends across the entire channel.

**Type Trends**

This page subsets the analysis of the previous page across each of the key equipment types in this report.

**Brand Trends**

This page shows some of the key month over month trends for the manufacturers represented in this report, including equipment values, Usage, market activity, and age trends.

**Regional Trends**

This page shows the EquipmentWatch Price Stability Index™ for each of the 14 regions, using the same calculation method as the EquipmentWatch Price Stability Index™ shown on the first page of the report. The states and provinces which make up each region are listed in the table to the right.

Note that due to regional disparity in market activity, some regions with very little or no market activity in the last month are excluded from the analysis. These are marked with “NA” on the map.

Country	Region	State/Province
USA	A	CT, DE, MA, ME, NH, NJ, NY, RI, VT
USA	B	MD, PA, VA, WV
USA	C	AL, FL, GA, KY, MS, NC, SC, TN
USA	D	IL, IN, MI, OH, WI
USA	E	IA, KS, MO, NE
USA	F	AR, LA, OK, TX
USA	G	AZ, CO, NM, UT
USA	H	ID, MN, MT, ND, SD, WY
USA	I	CA, NV, OR, WA
USA	J	HI
USA	K	AK
CAN	L	NT, NU, YT
CAN	M	AB, BC, MB, SK
CAN	N	NB, NL, NS, ON, PE, QC

**FAQS**

**Why did you limit the equipment types in this report?**

EquipmentWatch tracks market activity for over a hundred unique equipment types each month. For each channel, we selected the most popular equipment types, based on the frequency of appearance on the resale and auction channels.

**Why are there only 24 manufacturers in this report?**

EquipmentWatch tracks market activity for almost 400 unique manufacturers each month. For each market, we selected the top 6 manufacturers. As the markets shift and prominence on used markets changes, we will adjust our selections accordingly.





## APPENDIX

### Why don't you use OLV?

Orderly Liquidation Value, or OLV, is a third major category of values. These are the values of an asset given a single seller and multiple potential buyers given a long or indefinite timeframe in which to dispose. Given the lack of clarity around the time dimension, we have chosen not to make assumptions about the orderly liquidation process. However, OLV is typically between FLV and FMV in gross value.

### IMPORTANT DEFINITIONS

**Fair Market Value (FMV):** the value of an asset sold to a single buyer under no compulsion.

**Forced Liquidation Value (FLV):** the value of an asset sold at a properly advertised and conducted auction in which the seller is under compulsion to sell on an as-is, where-is basis as of a specific date.

**Market Activity:** A measure of the total number of observations collected by EquipmentWatch, including publicly-available dealer listings, auction results, and final sales data.

**Meter Reads:** A measure of Usage that varies by equipment market. For most equipment types, this represents engine hours at the time of observation.

**Age:** the age of an asset, based on model year and the year of observation.

### ABOUT EQUIPMENTWATCH

EquipmentWatch is the trusted source for heavy equipment data and intelligence. EquipmentWatch produces the leading database information products for the construction equipment industry and is the world leader in heavy construction research and serves more than 15,000 professional, high-volume users of construction and lift-truck data. Our online and print products are valuable tools in decisions surrounding the purchase, valuation, operation, and disposal of equipment.

For nearly 50 years, EquipmentWatch has served contractors, equipment manufacturers, dealers, rental companies, lenders and insurers, and government agencies involved in heavy civil construction.

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