

July, 2025

# Forklifts

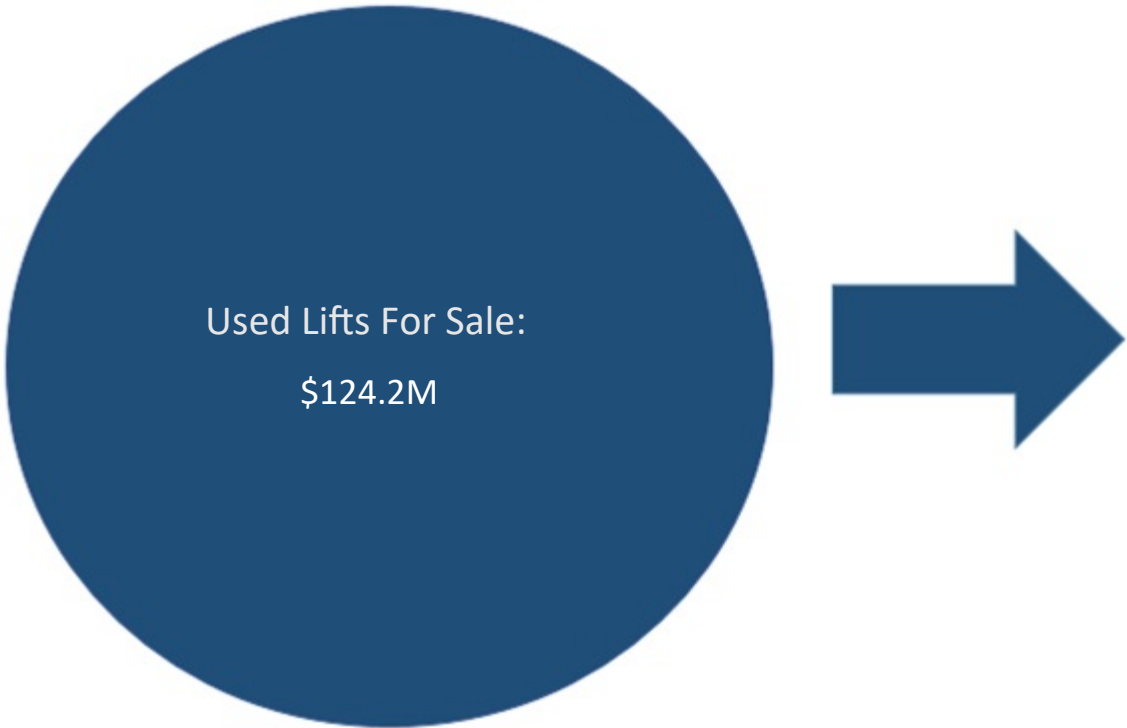
Pneumatic and Cushion Tire  
U.S. Used Market



Sandhills Global.

# Forklifts: US Used Market

## Used Market: For Sale Listings



### Top Manufacturers:

July

|             |         |
|-------------|---------|
| HYSTER      | \$25.2M |
| TOYOTA      | \$20.4M |
| CATERPILLAR | \$14.4M |
| YALE        | \$8.3M  |
| HYUNDAI     | \$8.0M  |
| Grand Total | \$76.3M |

June

|             |         |
|-------------|---------|
| HYSTER      | \$23.7M |
| TOYOTA      | \$19.3M |
| CATERPILLAR | \$13.8M |
| HYUNDAI     | \$7.4M  |
| YALE        | \$7.3M  |
| Grand Total | \$71.5M |

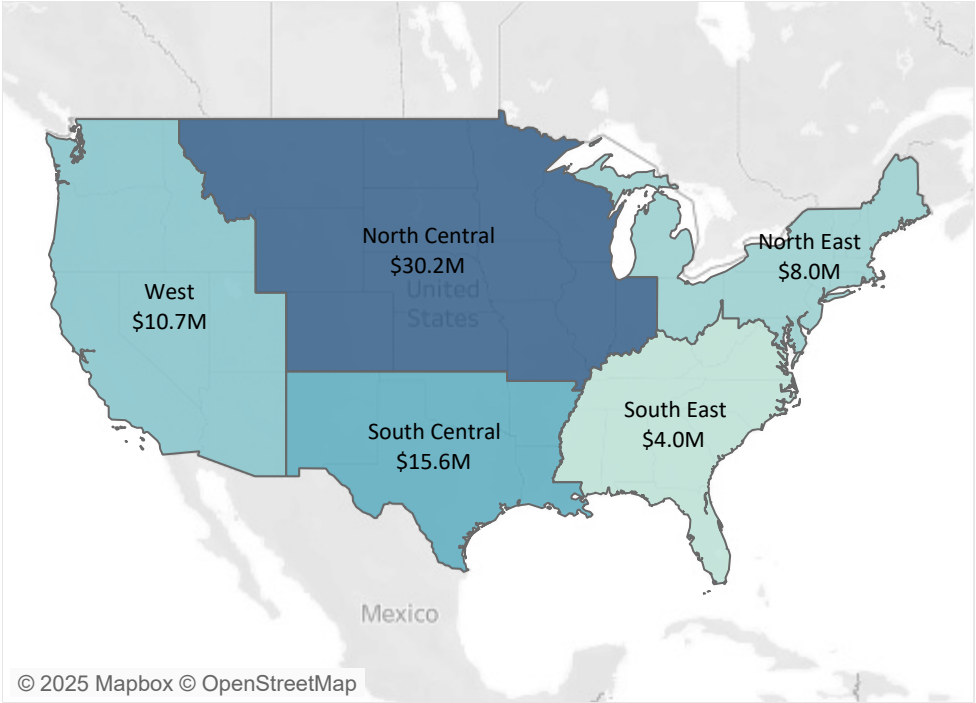
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# Forklifts: US Used Market

## Used Market: US Regional Metrics

For Sale by Region



\*\* West Region also includes Alaska & Hawaii

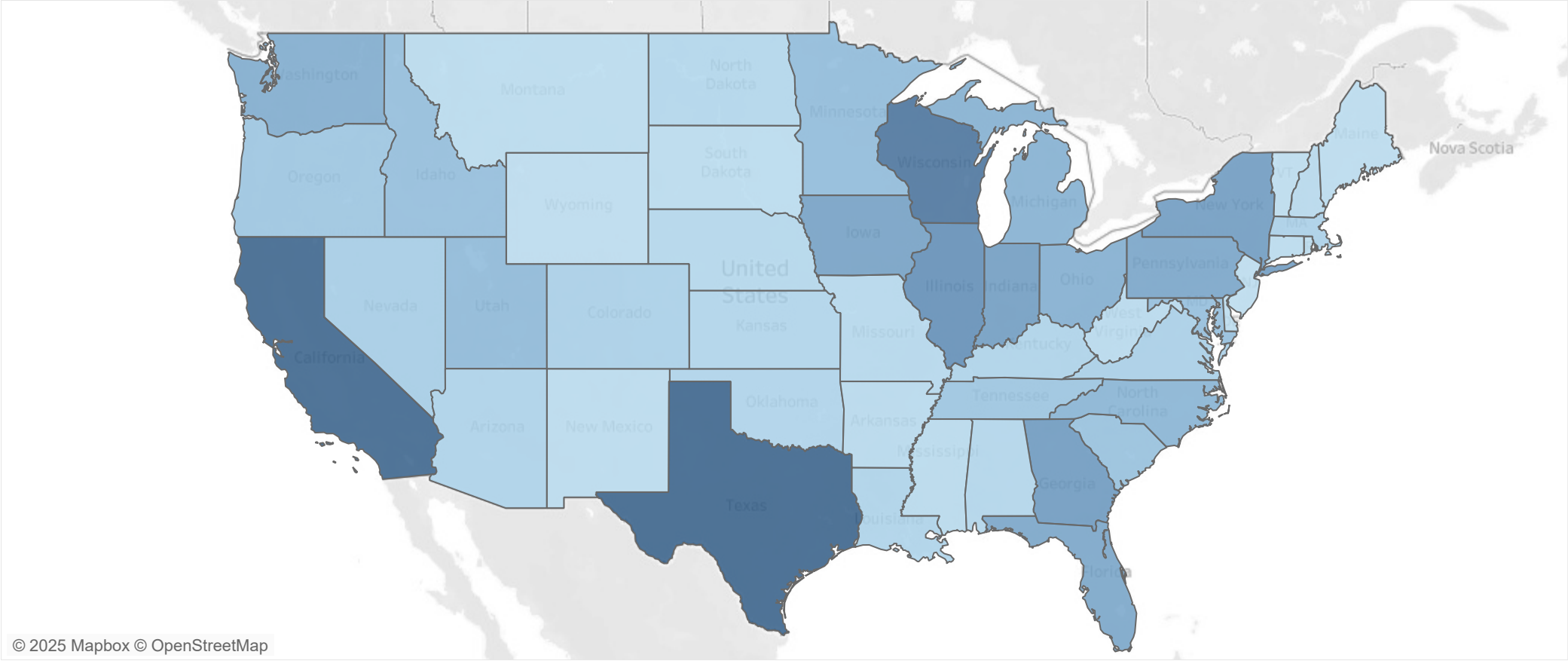
|                          | Region        |            |               |            |       | Grand Total |
|--------------------------|---------------|------------|---------------|------------|-------|-------------|
|                          | North Central | North East | South Central | South East | West  |             |
| Asking EVI               | \$23K         | \$21K      | \$23K         | \$21K      | \$23K | \$22K       |
| Auction EVI              | \$10K         | \$9K       | \$10K         | \$9K       | \$10K | \$9K        |
| Inventory                | 2,286         | 579        | 1,003         | 747        | 728   | 5,343       |
| Asking - % Y/Y Change    | -3.5%         | -4.8%      | -4.2%         | -1.6%      | -2.4% | -3.3%       |
| Asking - % M/M Change    | 0.6%          | -2.7%      | -2.9%         | -0.7%      | -0.9% | -1.4%       |
| Auction - % Y/Y Change   | -6.2%         | -8.5%      | -4.3%         | -6.2%      | -8.0% | -6.6%       |
| Auction - % M/M Change   | 1.3%          | -2.9%      | -1.7%         | -1.6%      | -1.3% | -1.2%       |
| Inventory - % Y/Y Change | 34.9%         | 51.2%      | 42.3%         | 40.9%      | 12.9% | 35.0%       |
| Inventory - % M/M Change | 5.9%          | 20.1%      | 11.3%         | -0.8%      | -0.7% | 6.3%        |
| For Sale - % M/M Change  | 4.1%          | 25.1%      | 6.6%          | 1.3%       | -0.5% | 4.9%        |

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# Forklifts: US Used Market

## Inventory By State



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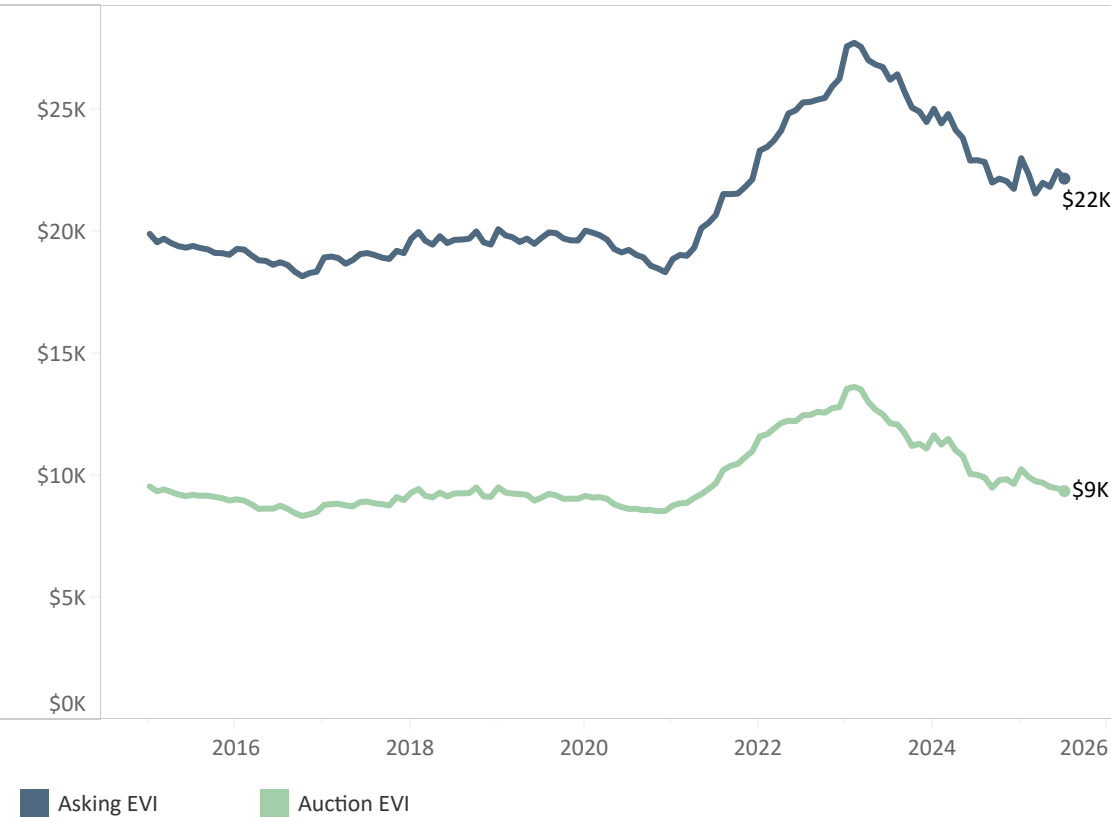




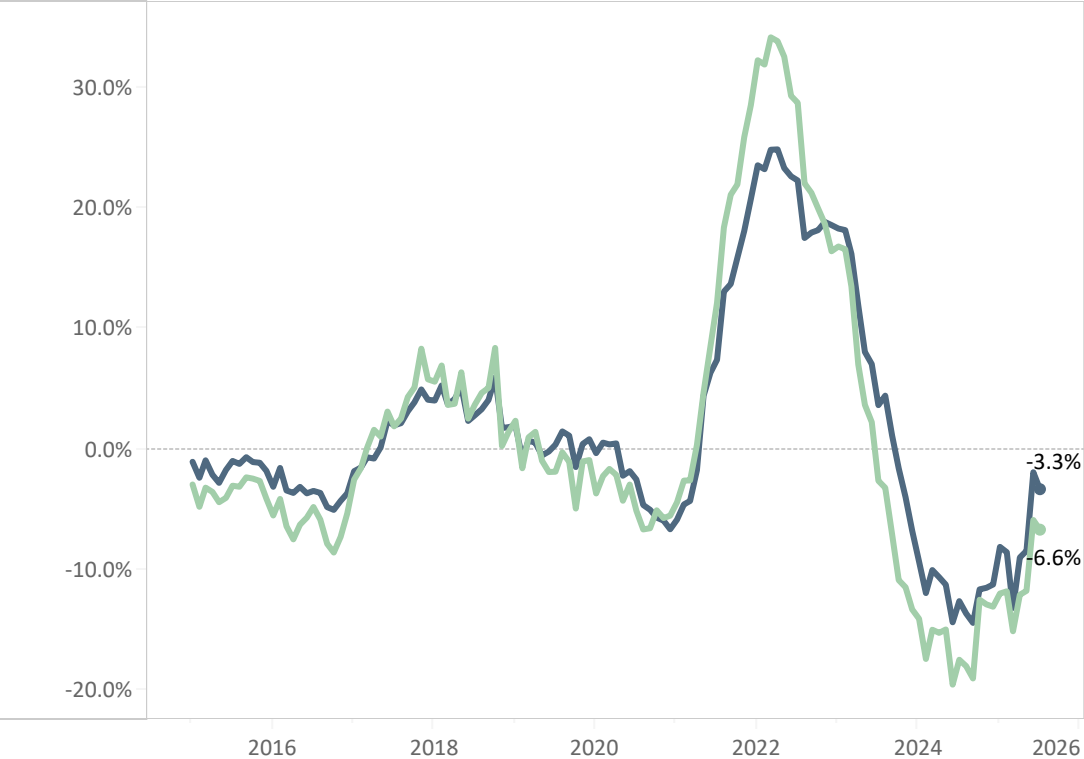
# Forklifts: US Used Market

## Sandhills Equipment Value Index (EVI)

Asking vs Auction EVI



Asking vs Auction EVI Y/Y Variance



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# Forklifts: US Used Market

## Inventory By Tire Type

Inventory Trend



Inventory Trend by Tire Type



Cushion Tire      Pneumatic Tire

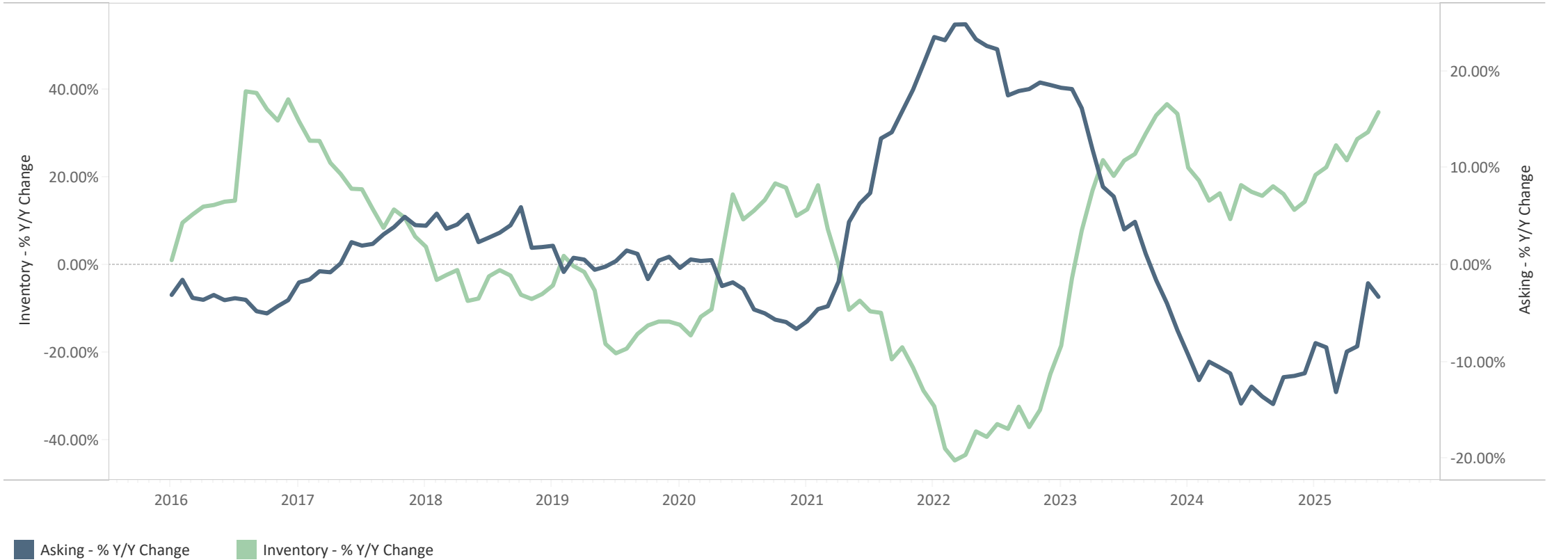
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# Forklifts: US Used Market

## Inventory and Asking Equipment Value Index (EVI) Y / Y Variance

Pneumatic Tire and Cushion Tire ForkLifts Inventory vs Asking EVI Y / Y Variance

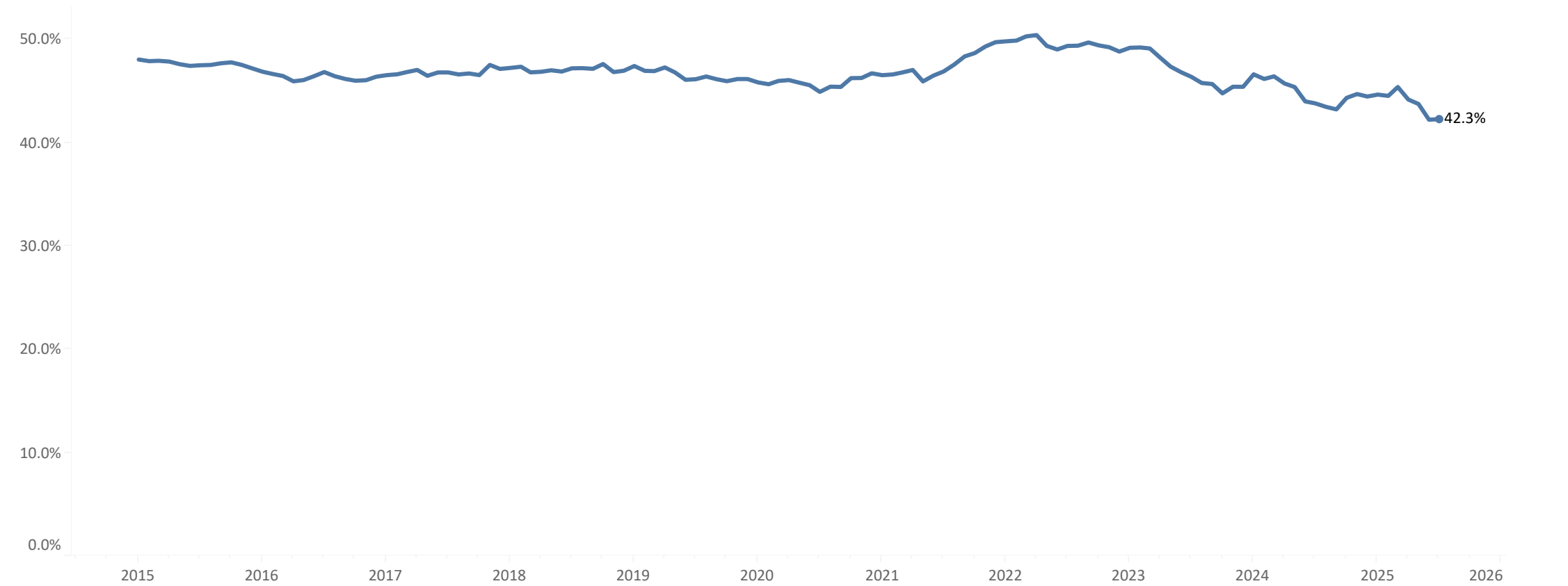


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# Forklifts: US Used Market

## Sandhills Equipment Value Index (EVI) Auction/Asking Ratio



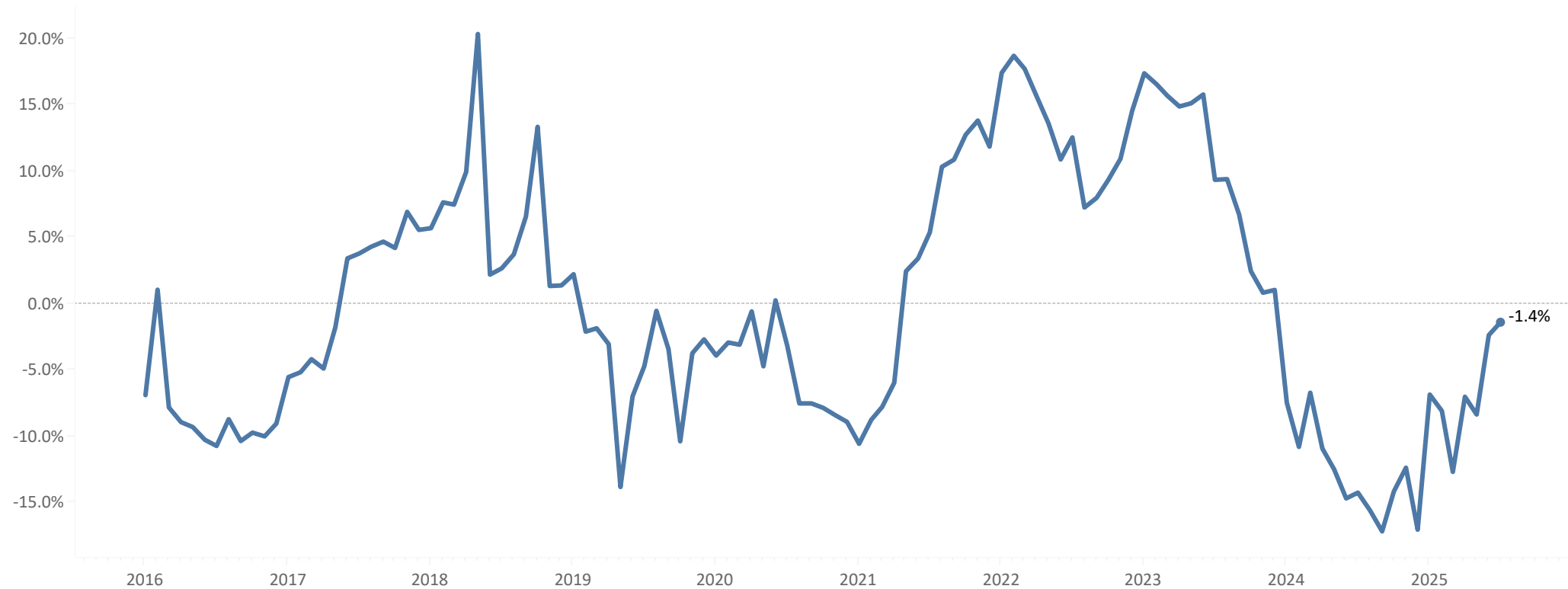
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# Forklifts: US Used Market

## Sandhills Equipment Value Index (EVI) Per Hour Y/Y Variance



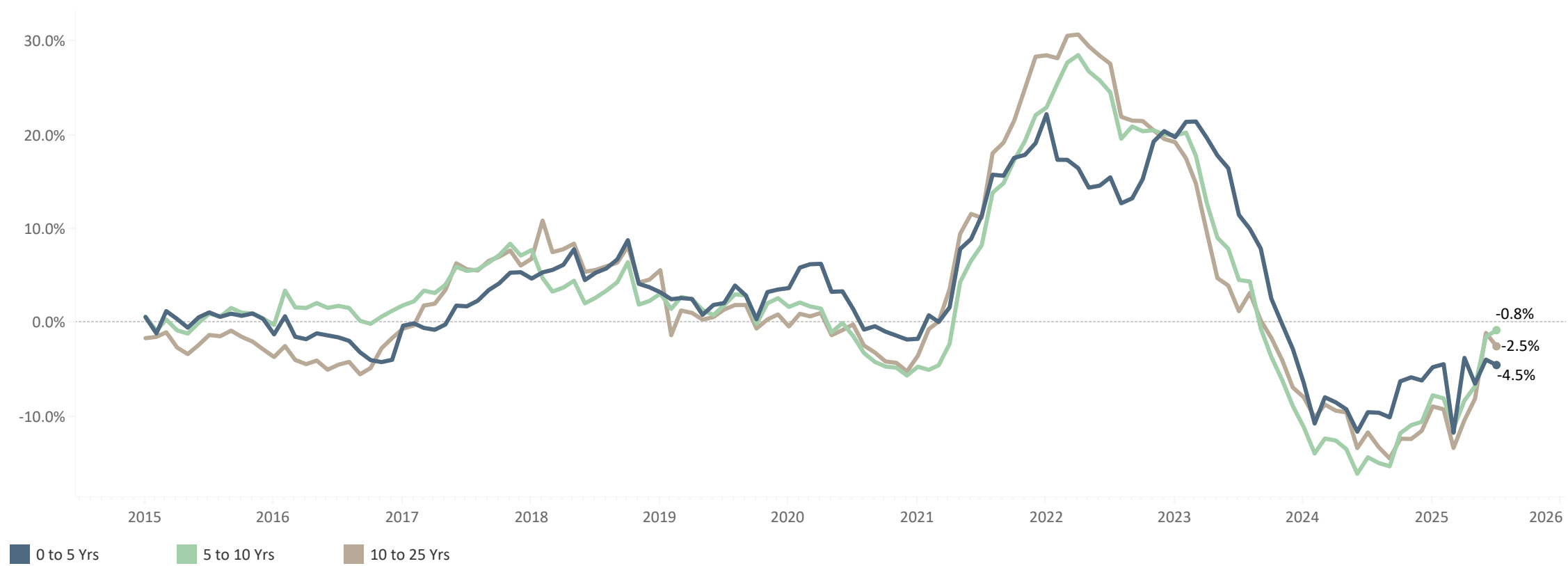
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# Forklifts: US Used Market

## Asking EVI By Age Group

Asking EVI Y/Y Variance, Age Group



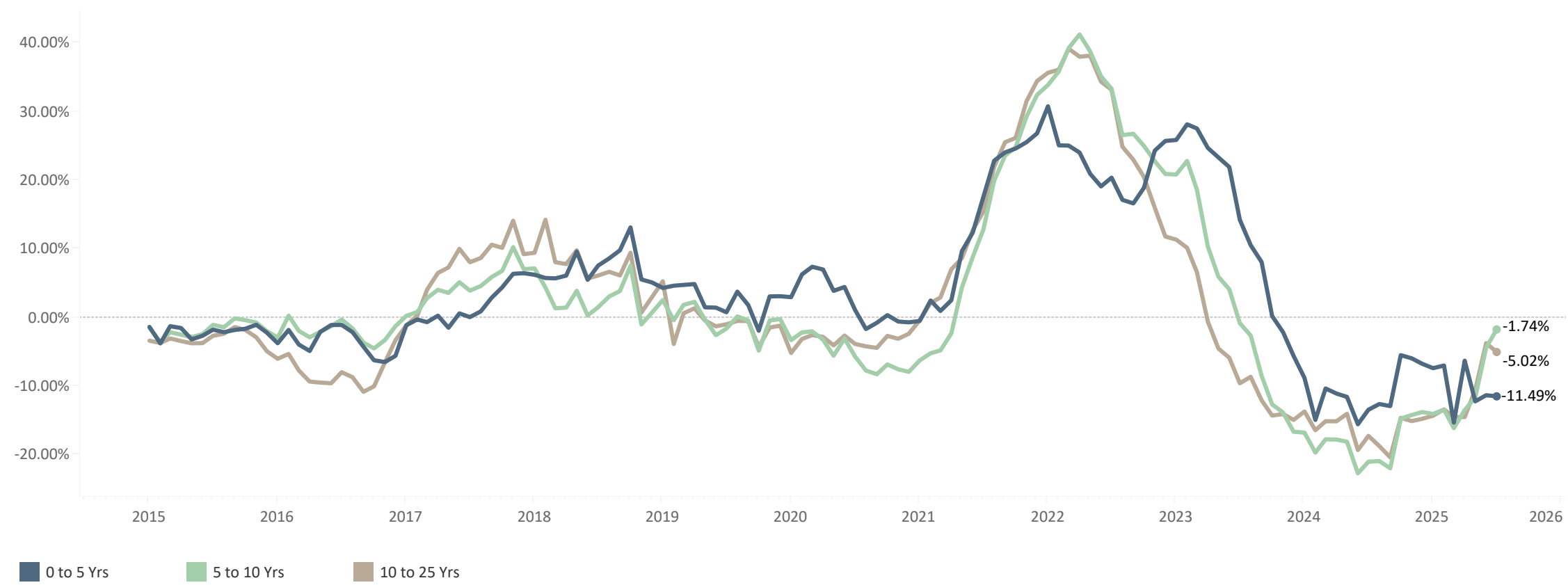
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# Forklifts: US Used Market

## Auction EVI By Age Group

Auction EVI Y/Y Variance, Age Group



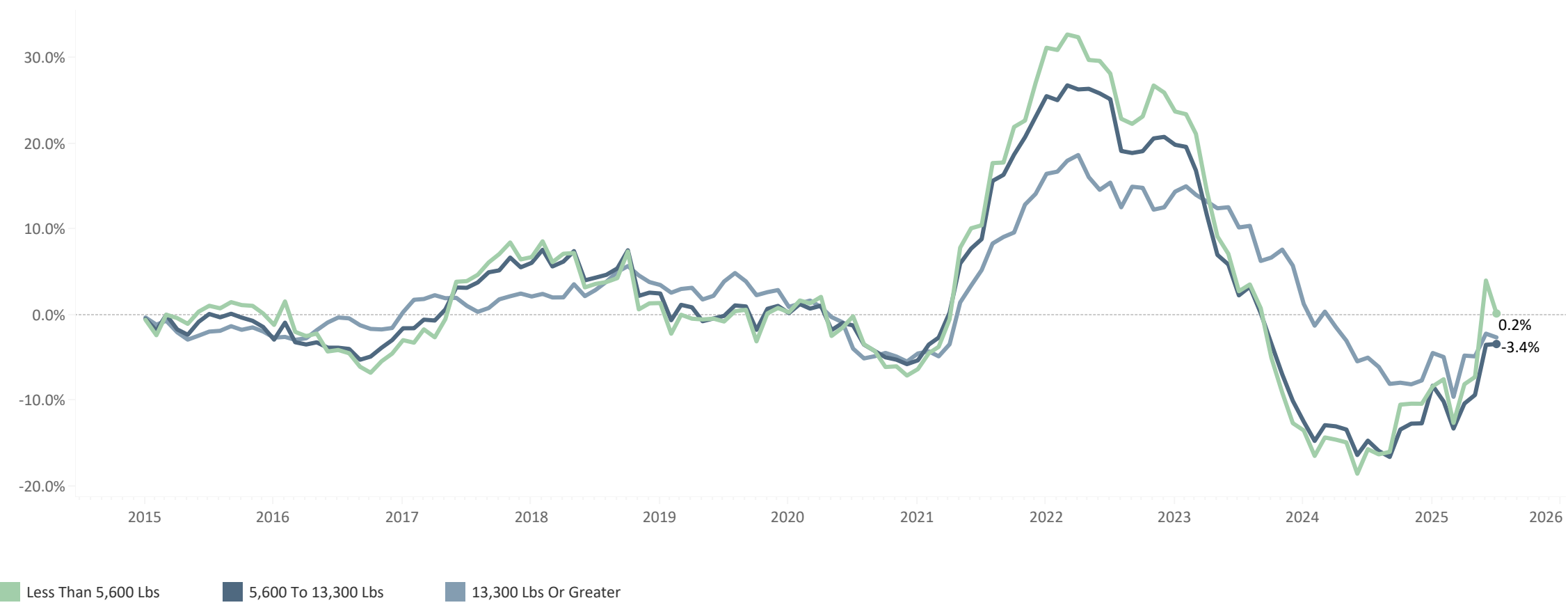
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# Forklifts: US Used Market

## Asking EVI By Capacity Group

Asking EVI Y/Y Variance, Capacity Group



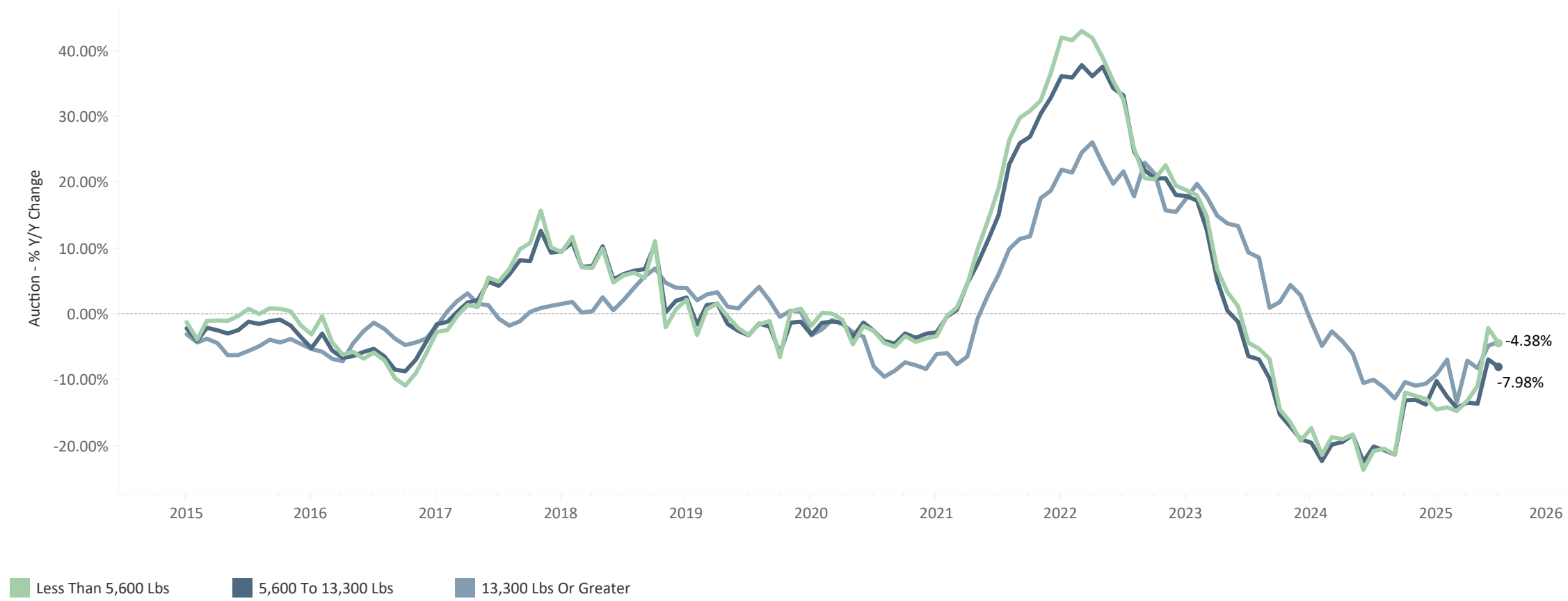
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# Forklifts: US Used Market

## Auction EVI By Capacity Group

Auction EVI Y/Y Variance, Capacity Group



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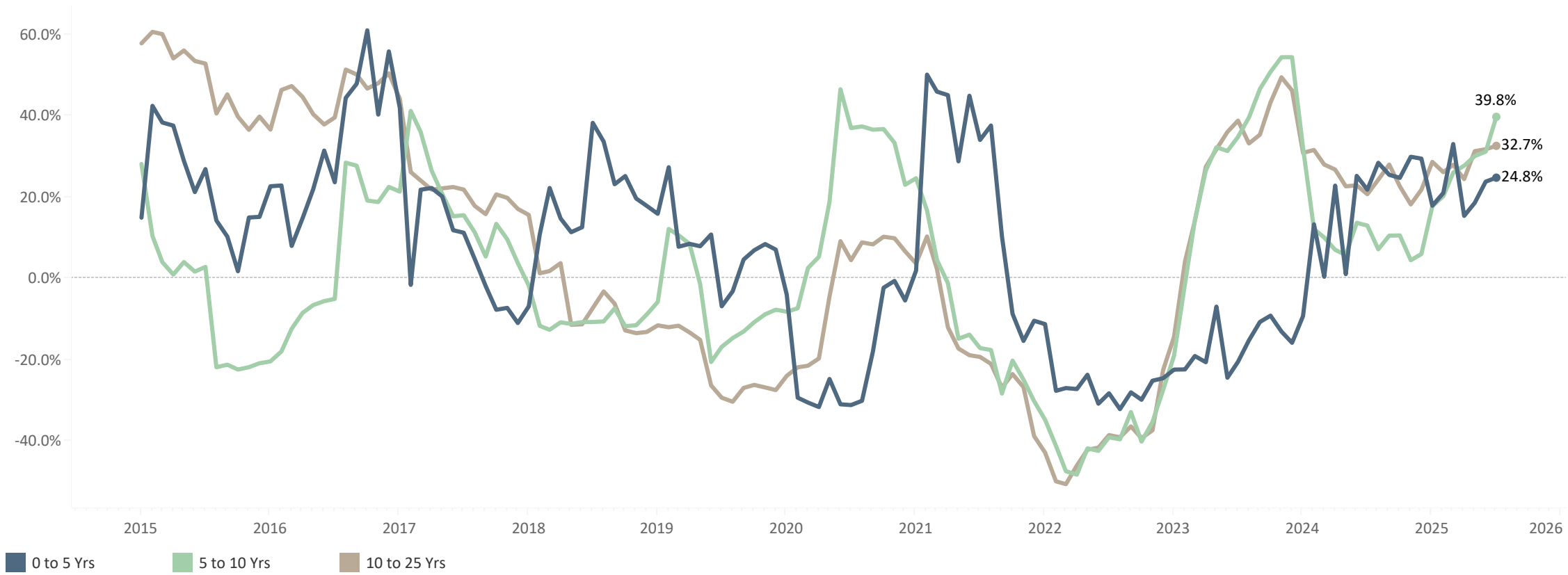




# Forklifts: US Used Market

## Inventory By Age Group

Avg Inventory Y/Y Variance, Age Group



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# Forklifts: US Used Market

## Inventory By Capacity Group

Avg Inventory Y/Y Variance, Capacity Group



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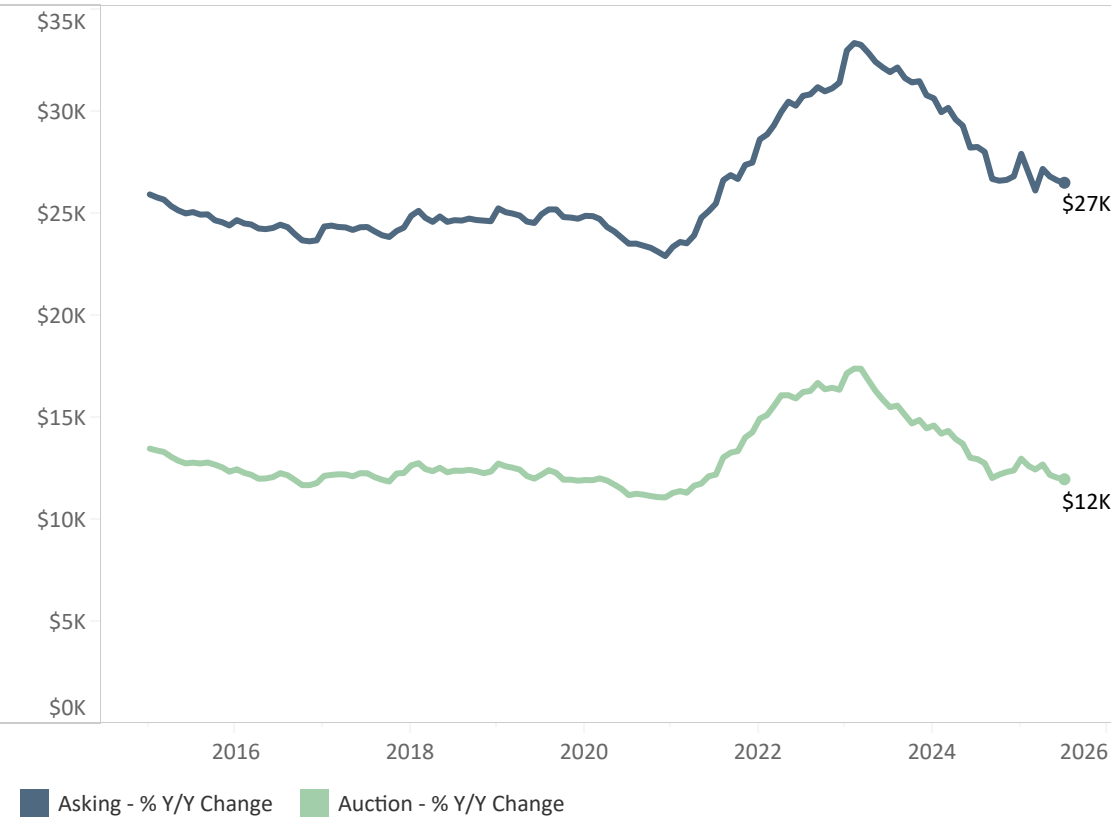


# Pneumatic Tire

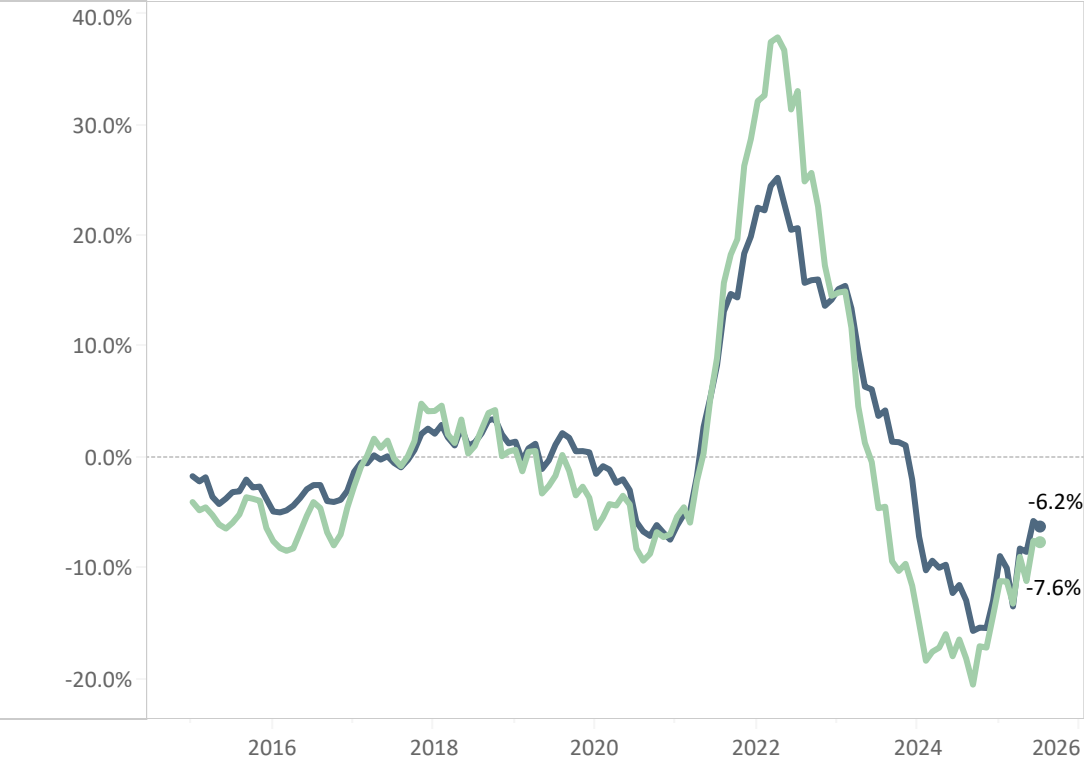
# ForkLifts: US Used Market

## Pneumatic Tire: Sandhills Equipment Value Index (EVI)

Asking vs Auction EVI



Asking vs Auction EVI Y/Y Variance

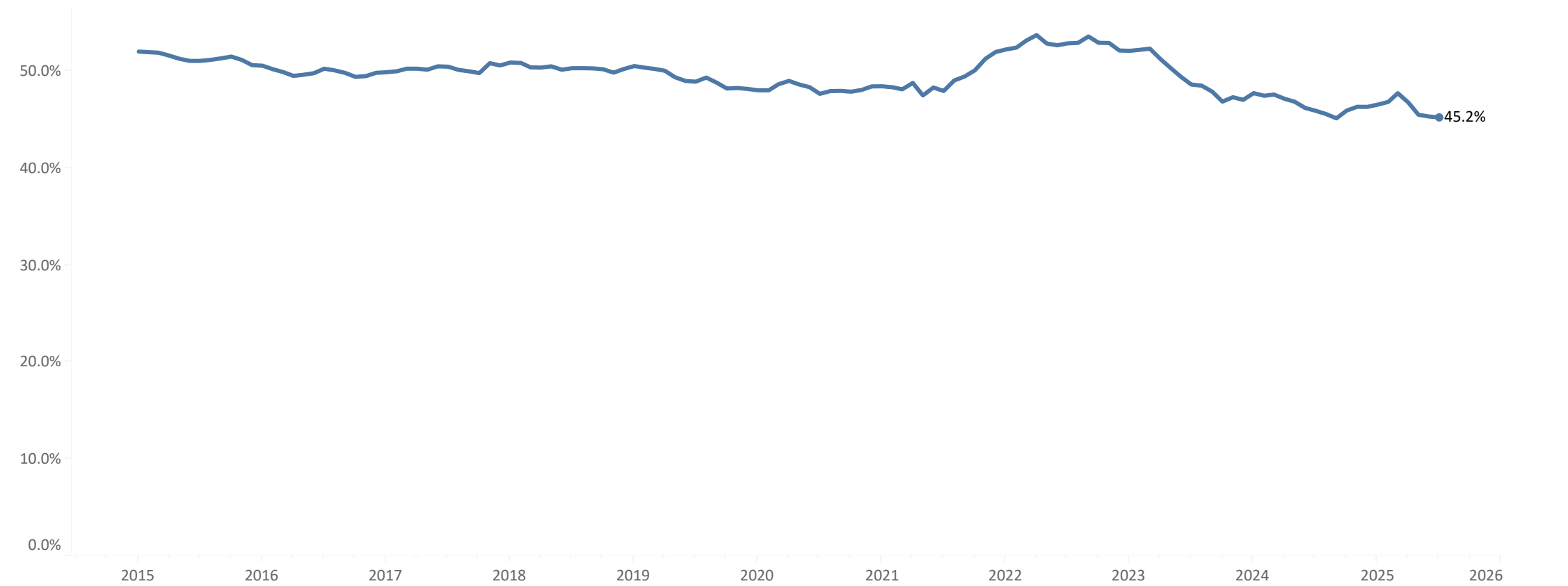


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# Forklifts: US Used Market

## Pneumatic Tire: Sandhills Equipment Value Index (EVI) Auction/Asking Ratio



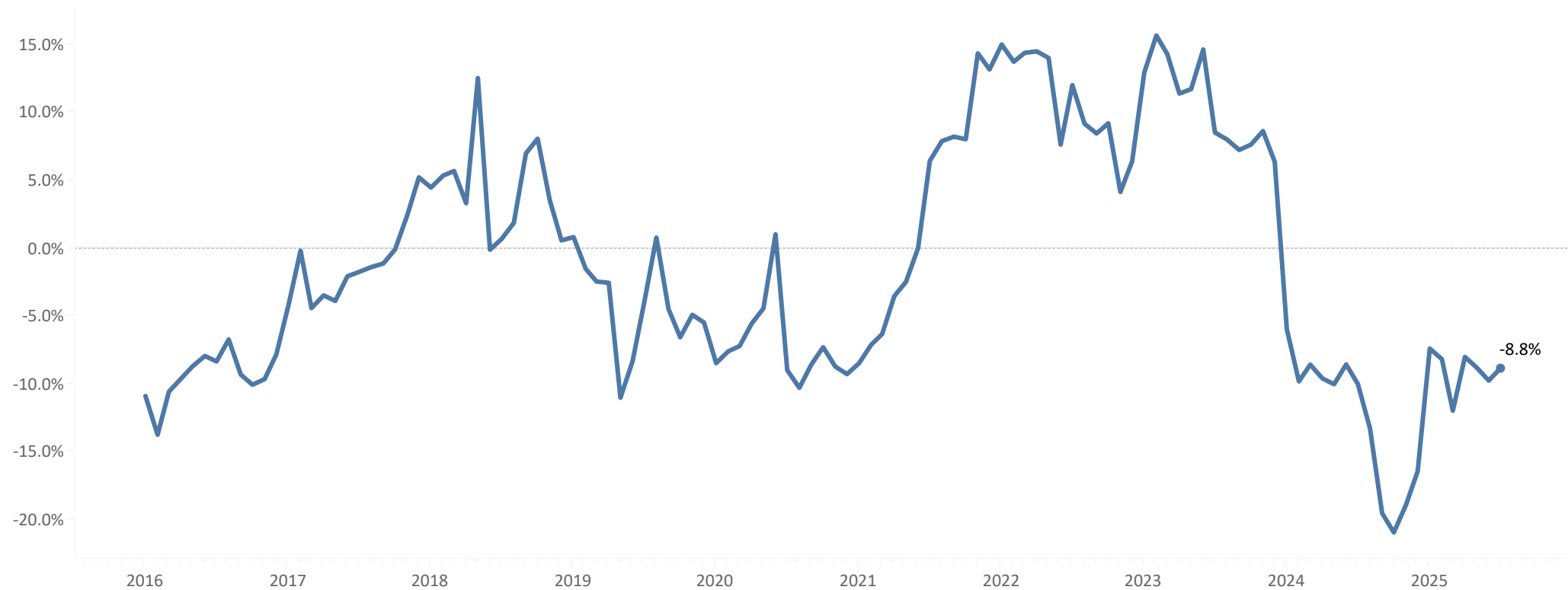
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# Forklifts: US Used Market

## Pneumatic Tire: Sandhills Equipment Value Index (EVI) Per Hour Y/Y Variance



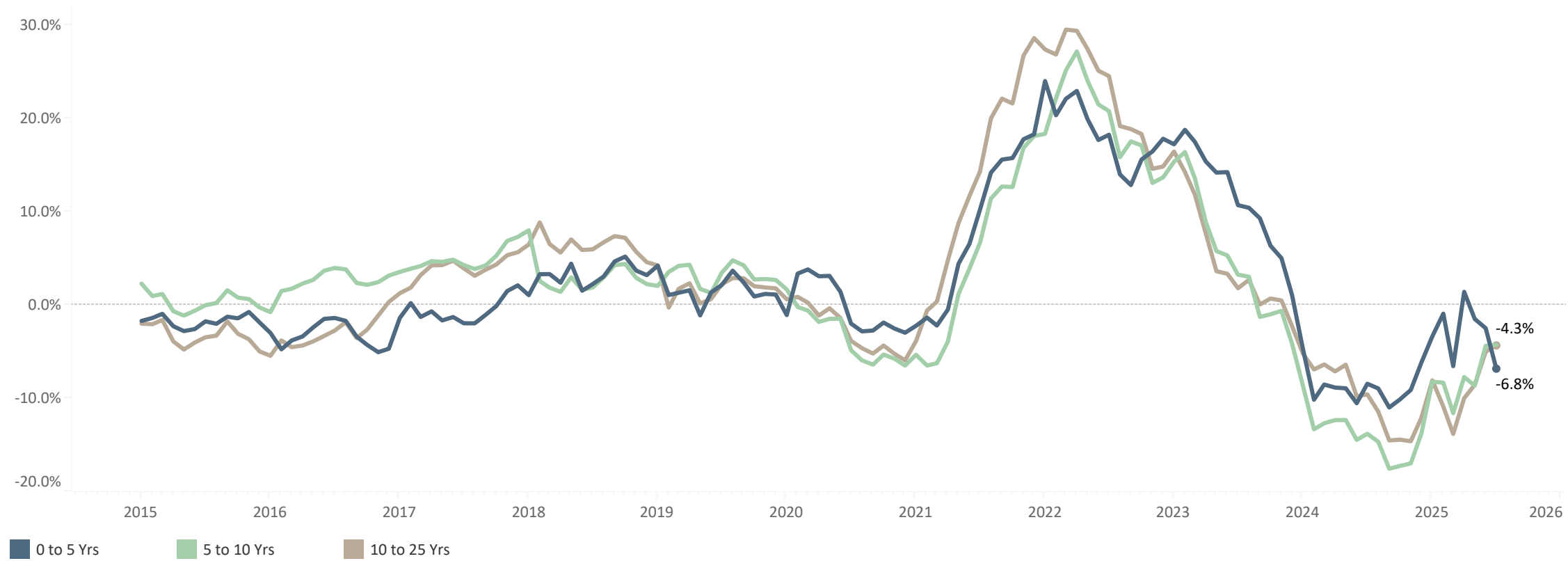
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# Forklifts: US Used Market

## Pneumatic Tire: Asking EVI By Age Group

Asking EVI Y/Y Variance, Age Group



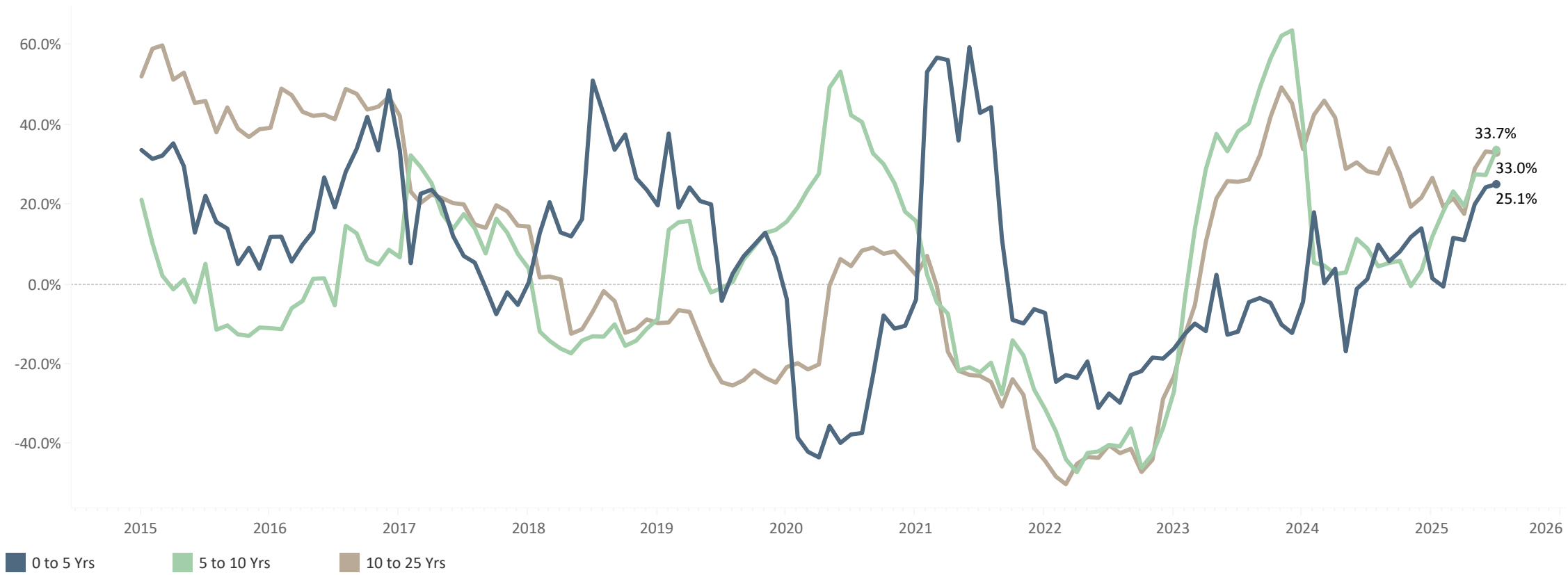
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# Forklifts: US Used Market

## Pneumatic Tire: Inventory By Age Group

Avg Inventory Y/Y Variance, Age Group



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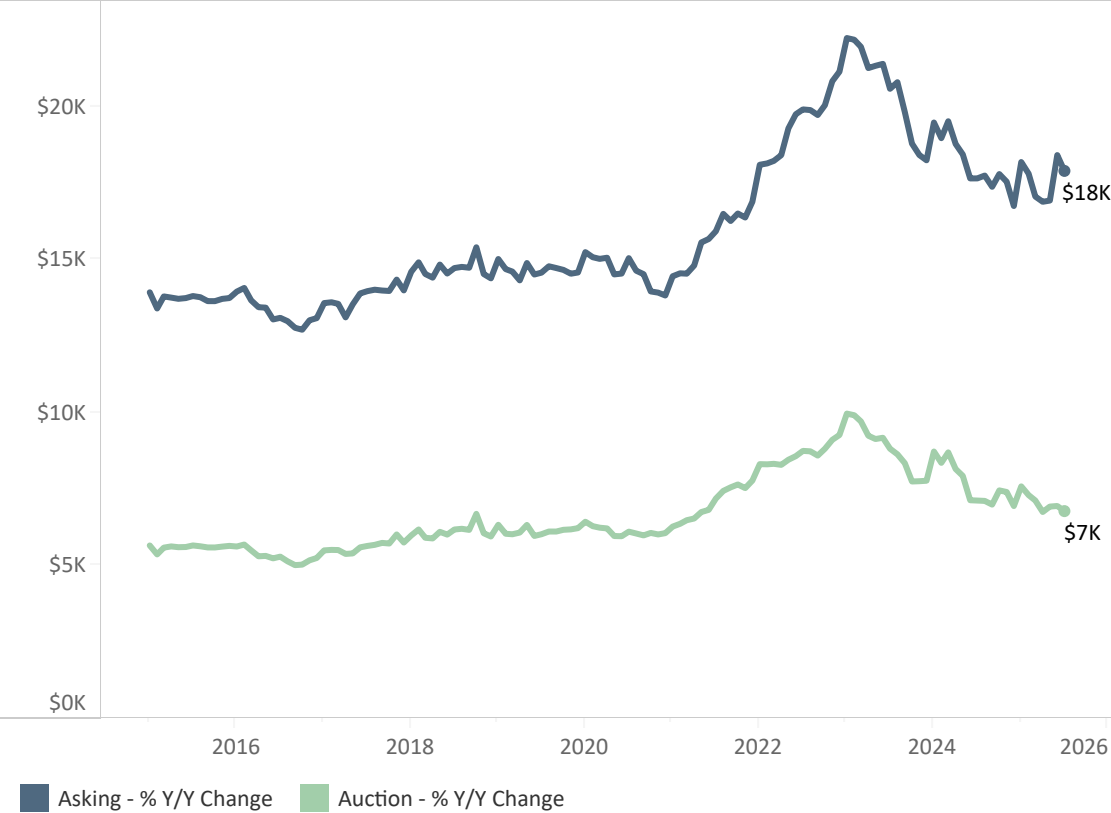


**Cushion Tire**

# Forklifts: US Used Market

## Cushion Tire: Sandhills Equipment Value Index (EVI)

Asking vs Auction EVI



Asking vs Auction EVI Y/Y Variance



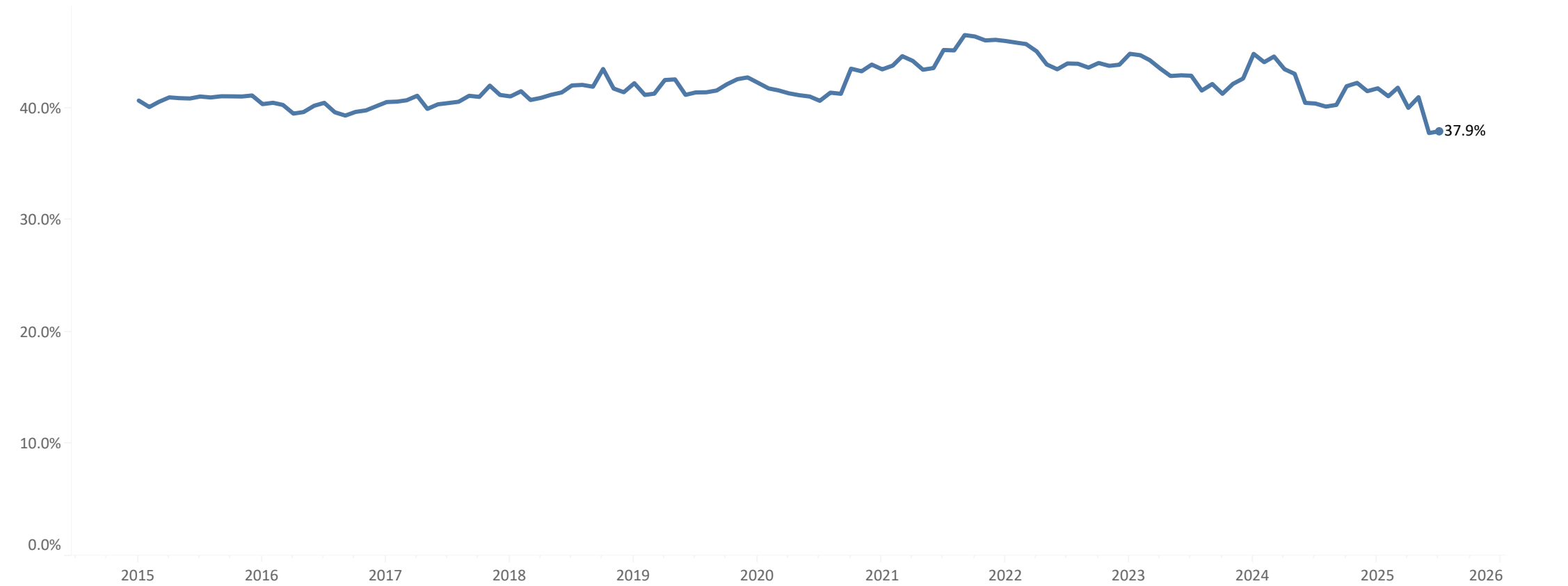
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# Forklifts: US Used Market

## Cushion Tire: Sandhills Equipment Value Index (EVI) Auction/Asking Ratio

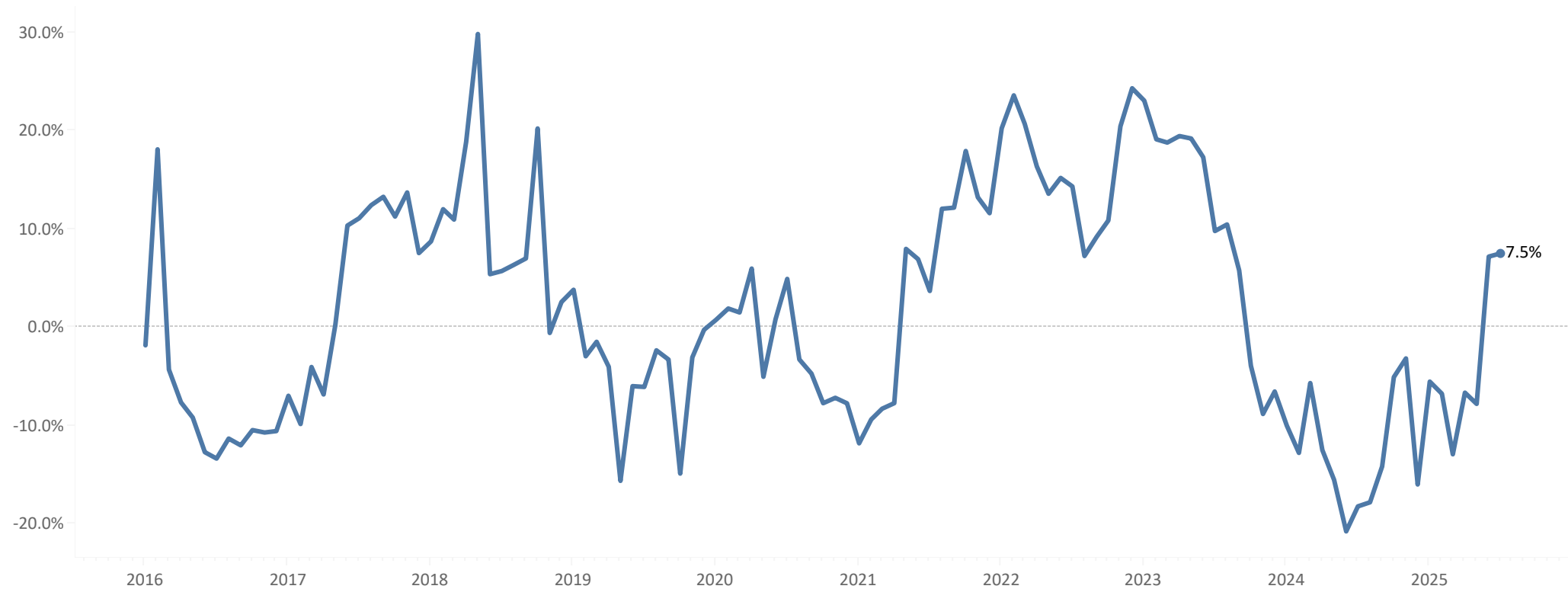


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# Forklifts: US Used Market

## Cushion Tire: Sandhills Equipment Value Index (EVI) Per Hour Y/Y Variance



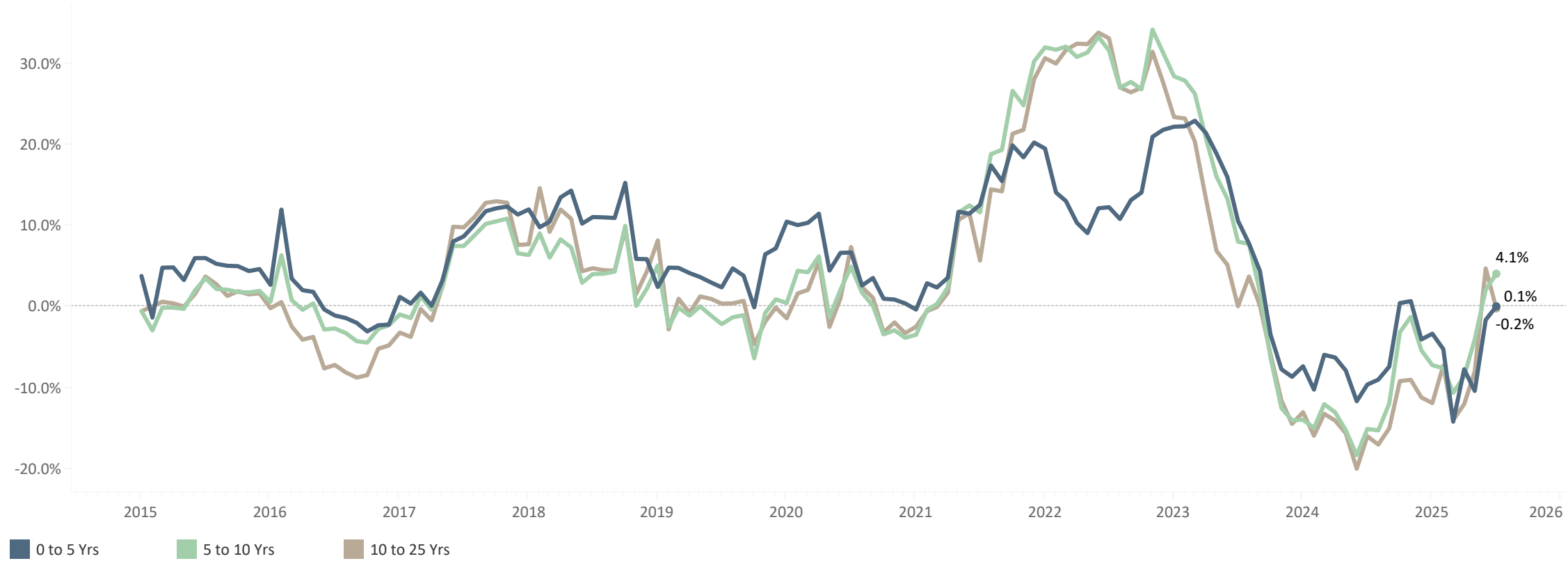
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# Forklifts: US Used Market

## Cushion Tire: Asking EVI By Age Group

Asking EVI Y/Y Variance, Age Group



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# Forklifts: US Used Market

## Cushion Tire: Inventory By Age Group

Avg Inventory Y/Y Variance, Age Group



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# About This Report:



## Sandhills Equipment Value Index

The Sandhills Global Equipment Value Index (EVI) is a metric that accurately tracks the ways in which asset values within the commercial trucking, construction equipment, agricultural equipment and RV markets change over time.

### Key Attributes

- **Broad market perspective** – The EVI provides a robust view of market trends based on multiple sales points—including auction, retail, trade-in, cash, and rental values, as well as asking data—rather than a single price point channel. The EVI covers United States regions and Canada.
- **Granular reporting** – The EVI is available for specific individual and combined asset segments and attributes, such as manufacturer, model, model year, range of model years, age, range of ages, horsepower, and operating weight. The EVI also considers valid model year equipment actively in use during a given timeframe.
- **Powered by FleetEvaluator** – The EVI leverages data from FleetEvaluator, Sandhills’ proprietary asset valuation tool. Fleet Evaluator’s highly accurate valuations are derived from over \$140 billion annually in cleansed retail and auction data, and take into account dozens of market health indicators, regional trends, and other factors.

### Terminology

- **Auction data** – This includes external auction results recorded by Sandhills’ data entry teams, as well as internal auction results from Sandhills websites.
- **Asking data** – This includes pricing data from all listings on Sandhills websites, with each price corresponding to the dollar amount the dealer was “asking” for the listing.

### Data Highlights

- **Inventory** – This is calculated as the sum of units on liftstoday.com at the end of each month.
- **Percentage of inventory sold** – This data reflects the number of units sold divided by the total available inventory on liftstoday.com.
- **Model years** – Data reflects used, 1-40 years.







# About Sandhills Global

Founded in 1978, Sandhills Global serves the trucking, agriculture, construction, heavy machinery, aviation, and related industries with a diverse range of products and services from well-established trade publications and websites to hosted technology services customized to meet the evolving needs of our customers. Headquartered in Lincoln, Nebraska, Sandhills' facilities include an on-site printing press, bindery, and state-of-the-art data center. Sandhills also operates a geographically disparate redundant data center in Scottsdale, Arizona, and supports multiple international publications with offices situated around the world. All Sandhills facilities are backed by decades of experience and continuous investment in the most cutting-edge technologies, making Sandhills a global leader in the respective industries it serves.

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