

July, 2025

Telehandlers

U.S. Used Market



Telehandlers: US Used Market

Used Market- For Sale Listings



Top Manufacturers:

July

SKY TRAK	\$153.3M
JLG	\$80.8M
GENIE	\$80.2M
JCB	\$77.6M
CATERPILLAR	\$59.2M
Grand Total	\$451.1M

June

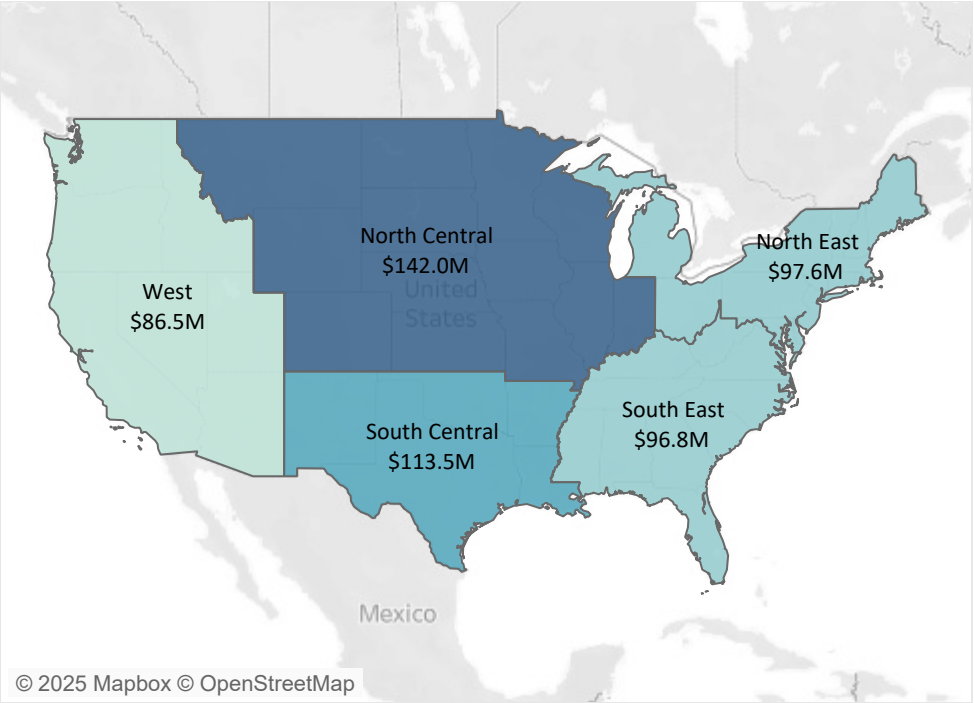
SKY TRAK	\$150.9M
GENIE	\$81.2M
JLG	\$78.4M
JCB	\$63.8M
CATERPILLAR	\$58.8M
Grand Total	\$433.0M

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Used Market- US Regional Metrics

For Sale by Region



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** West Region also includes Alaska & Hawaii

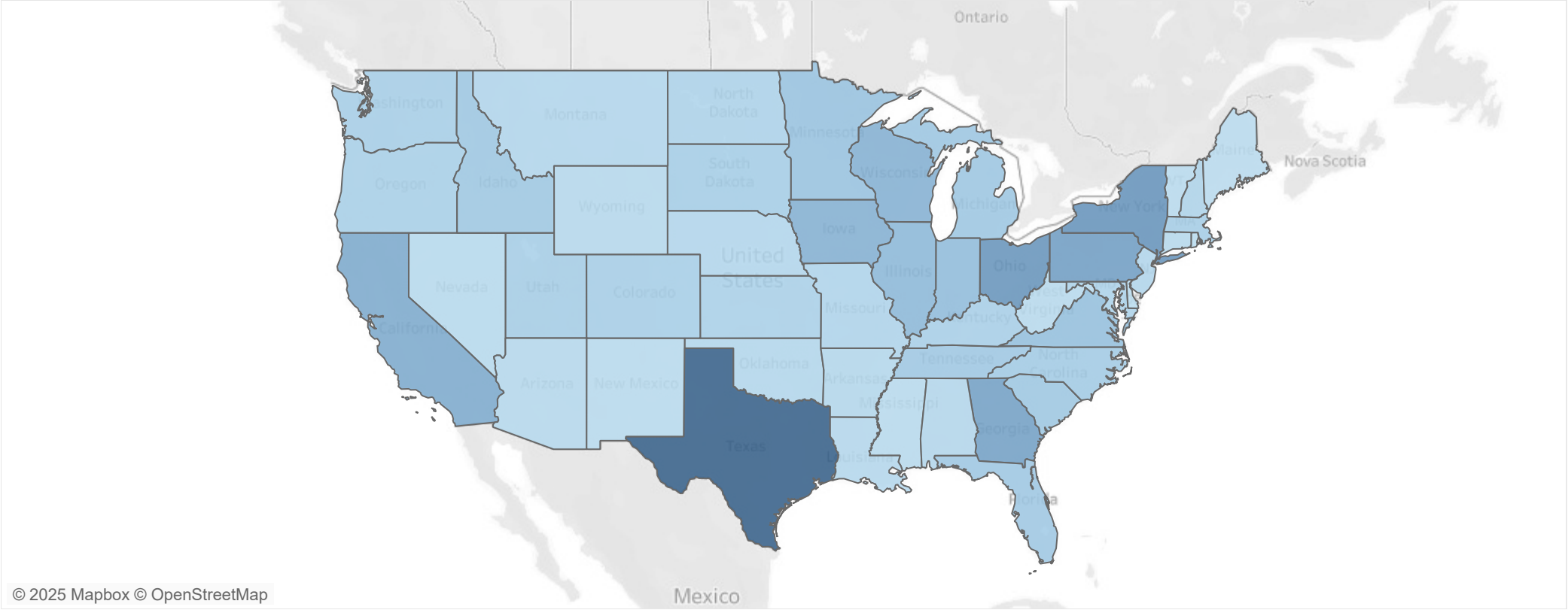
	Region					Grand Total
	North Central	North East	South Central	South East	West	
Asking EVI	\$58K	\$54K	\$60K	\$55K	\$60K	\$57K
Auction EVI	\$38K	\$35K	\$38K	\$34K	\$38K	\$37K
Inventory	1,965	1,468	1,473	1,585	1,155	7,646
Sold Units	182	202	115	195	136	830
% Inventory Sold	9.3%	13.8%	7.8%	12.3%	11.8%	10.9%
Asking - % Y/Y Change	-7.1%	-6.7%	-1.3%	-2.8%	-6.0%	-4.7%
Asking - % M/M Change	0.4%	0.8%	4.8%	6.8%	3.1%	3.1%
Auction - % Y/Y Change	-8.4%	-7.9%	-0.1%	-4.2%	-5.2%	-5.2%
Auction - % M/M Change	-2.8%	-2.5%	1.3%	2.0%	0.6%	-0.3%
Inventory - % Y/Y Change	25.9%	-1.7%	27.2%	28.5%	12.6%	18.1%
Inventory - % M/M Change	-0.4%	0.6%	-0.7%	3.1%	-4.5%	-0.2%
For Sale - % M/M Change	1.3%	4.4%	3.6%	12.5%	0.7%	4.1%

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Inventory By State



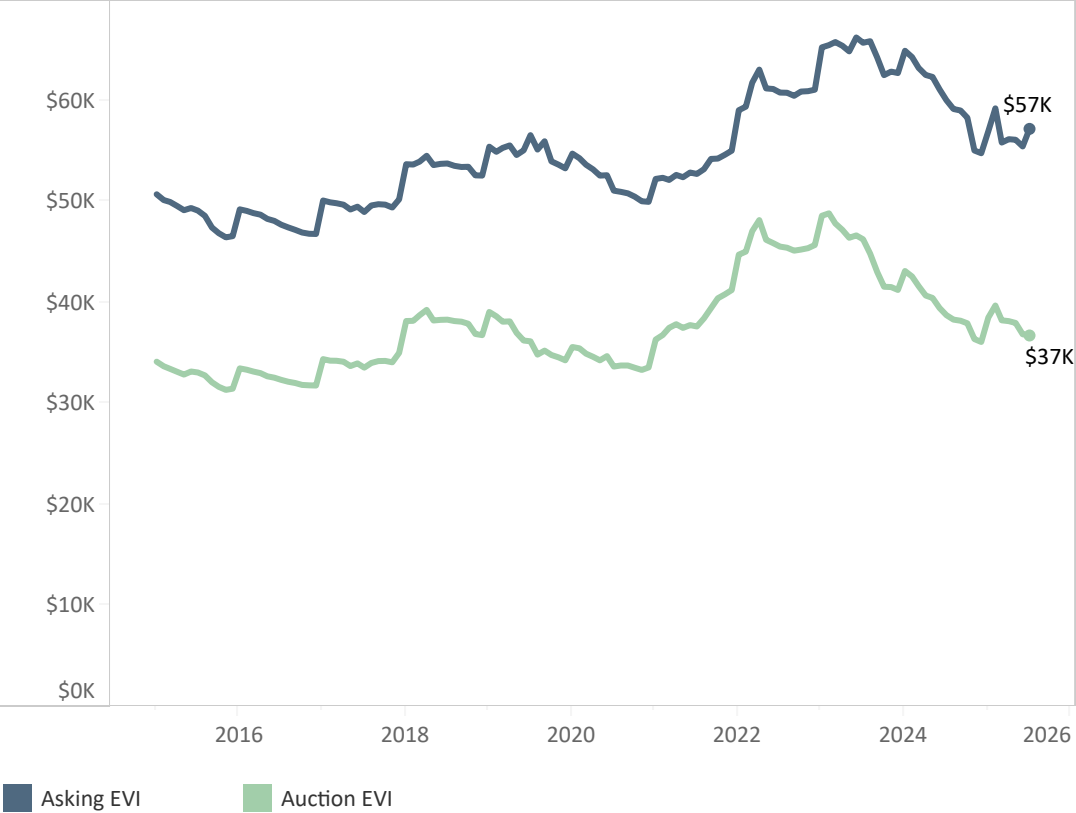
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Sandhills Equipment Value Index (EVI)

Asking vs Auction EVI



Asking vs Auction EVI Y/Y Variance



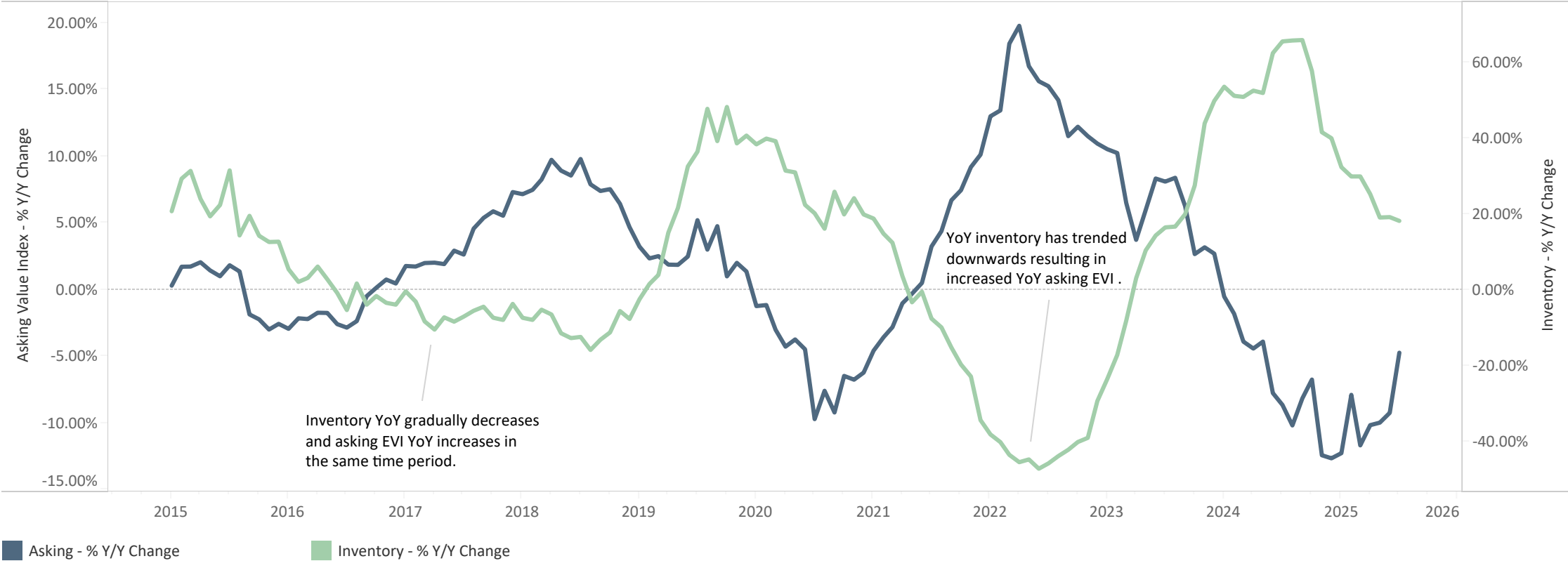
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Inventory and Asking Equipment Value Index (EVI) Y / Y Variance

Inventory vs Asking EVI Y / Y Variance

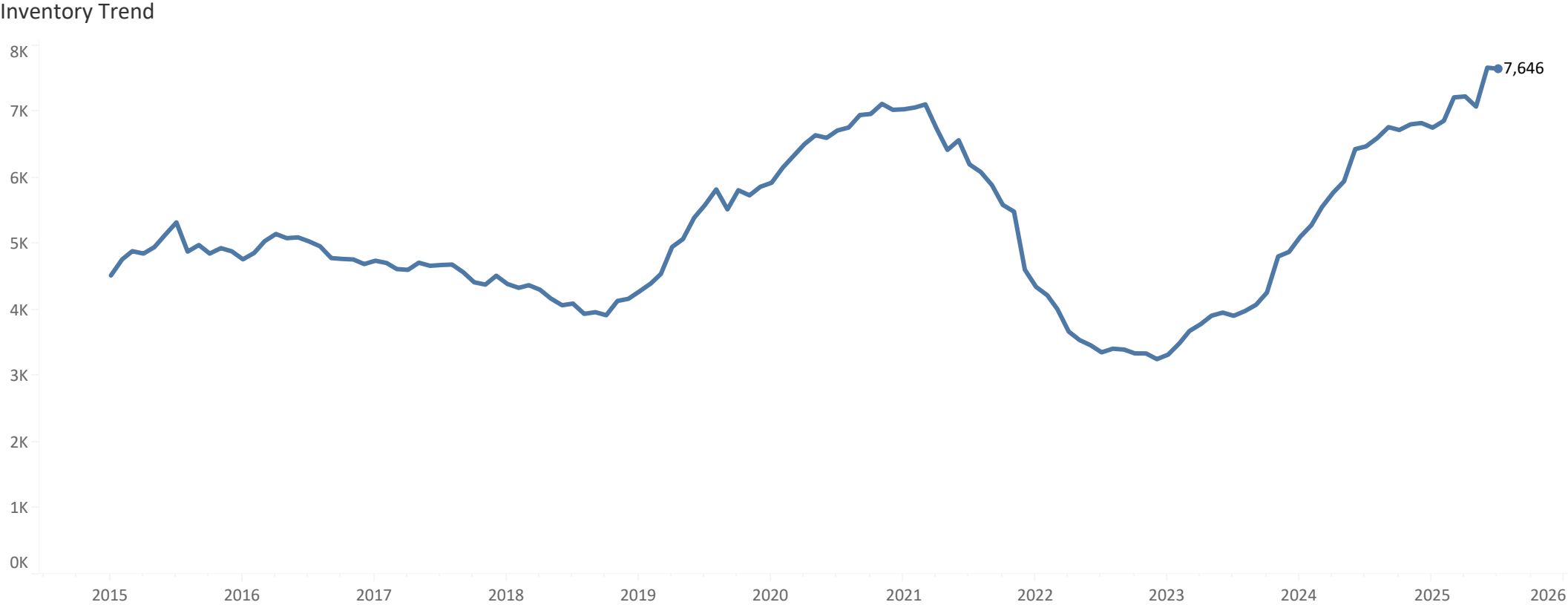


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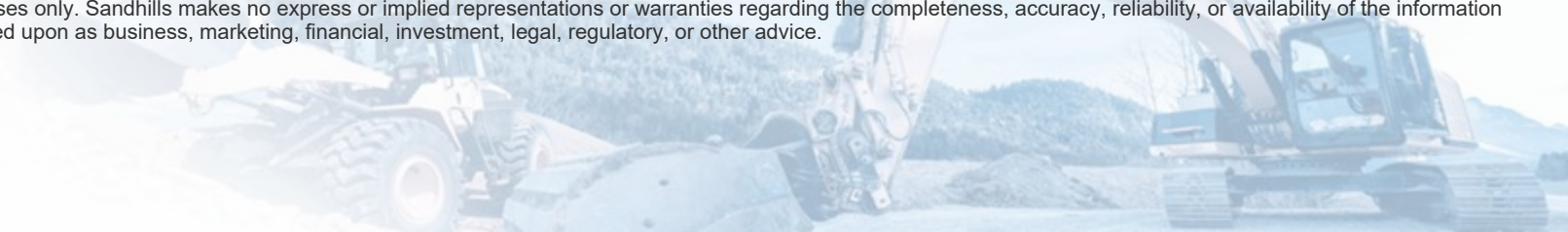


Telehandlers: US Used Market

Inventory Trend

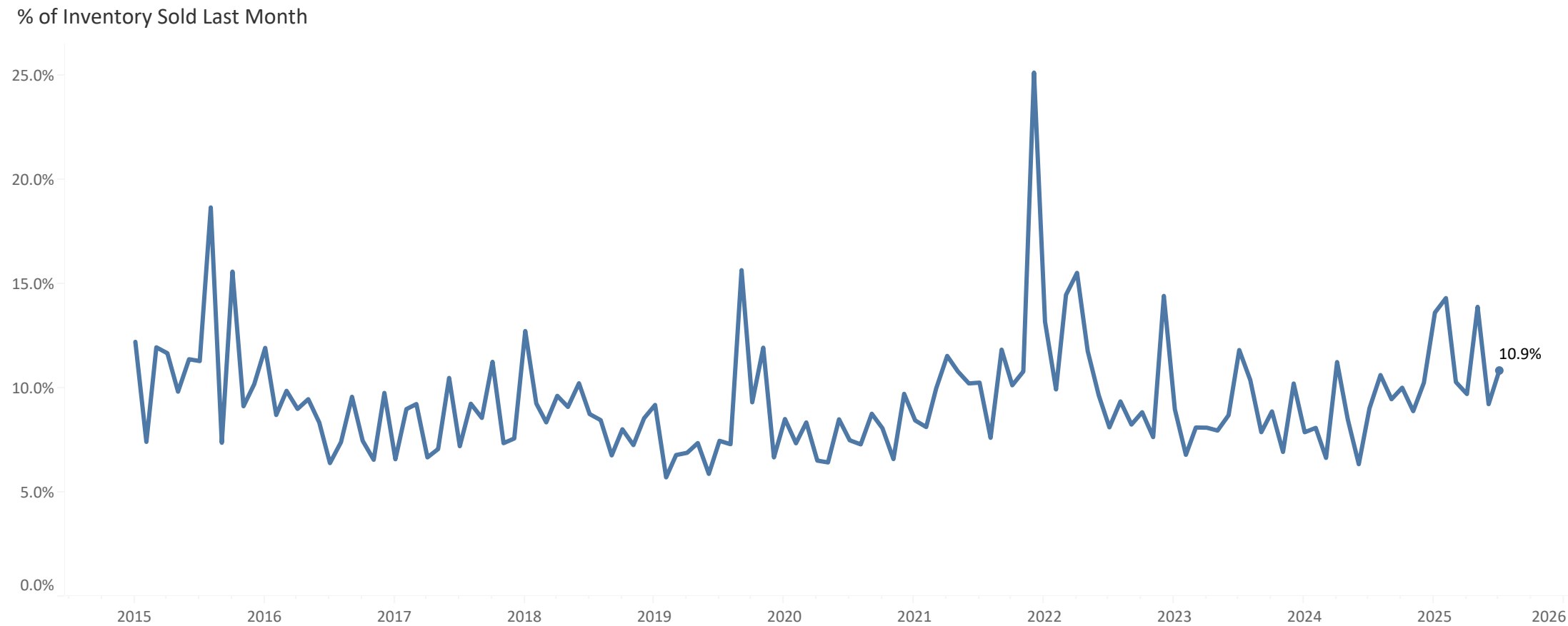


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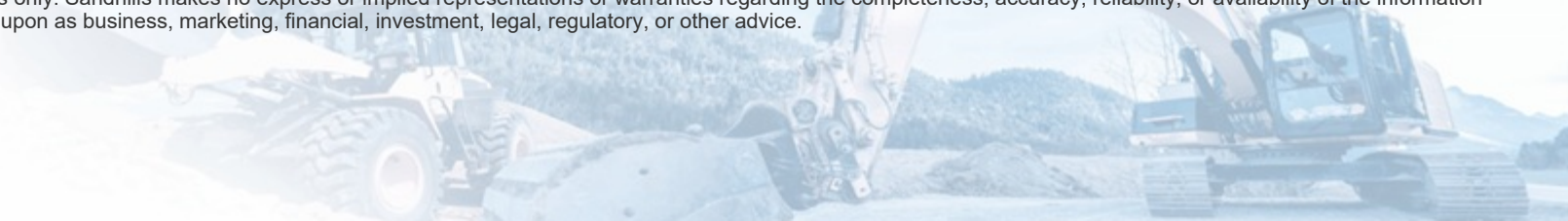


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% of Inventory Sold Last Month

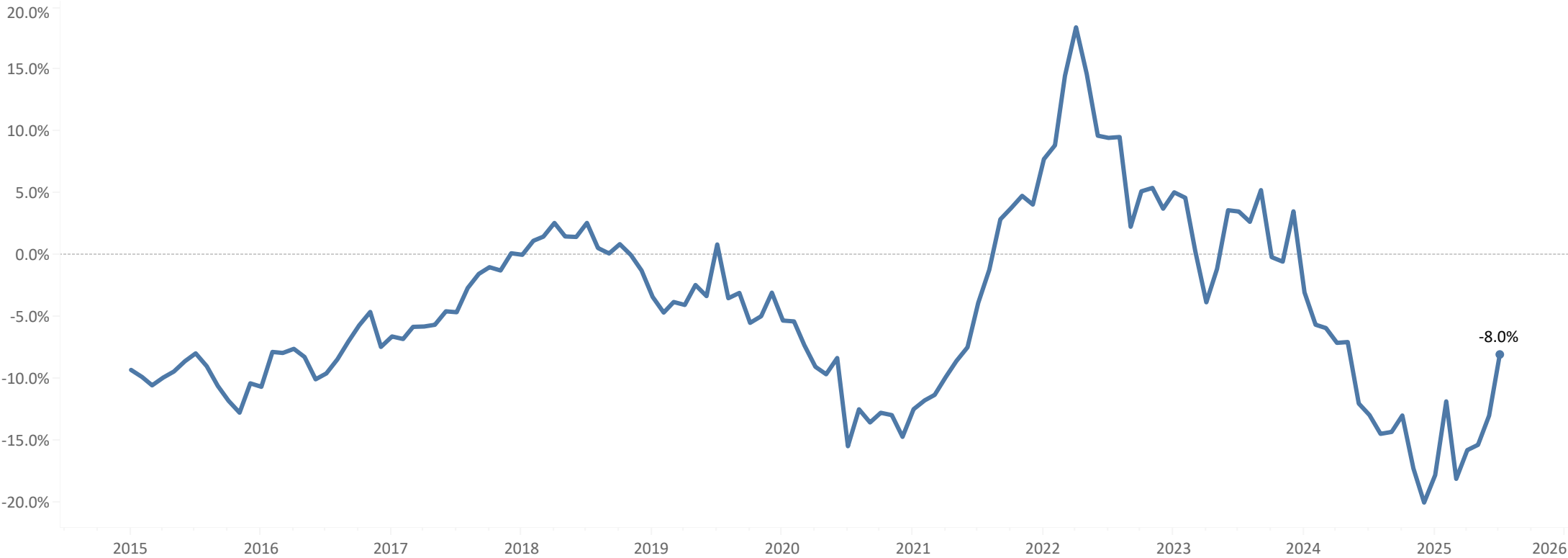


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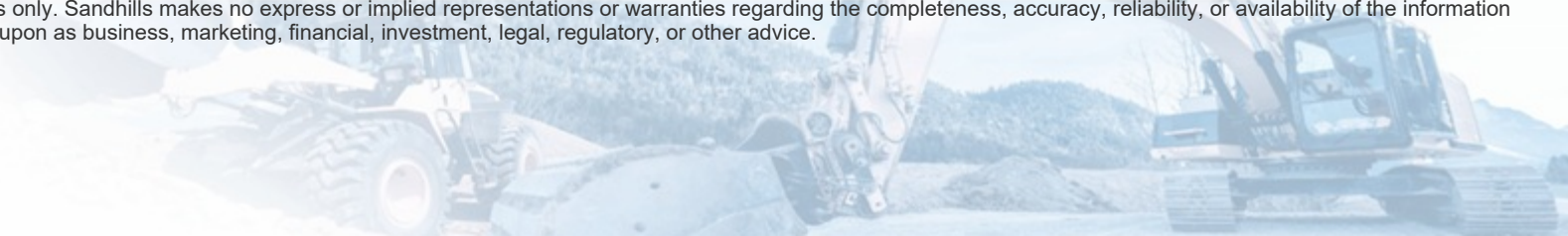


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Sandhills Equipment Value Index (EVI) Per Hour Y/Y Variance



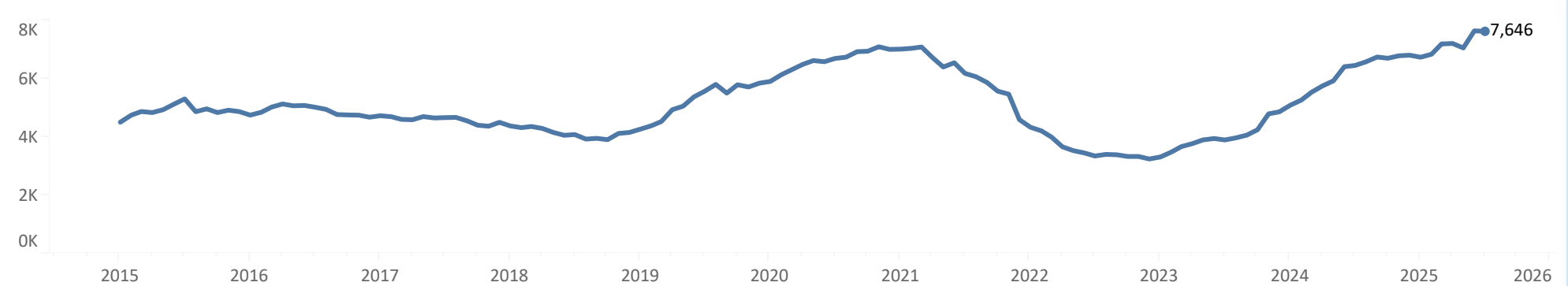
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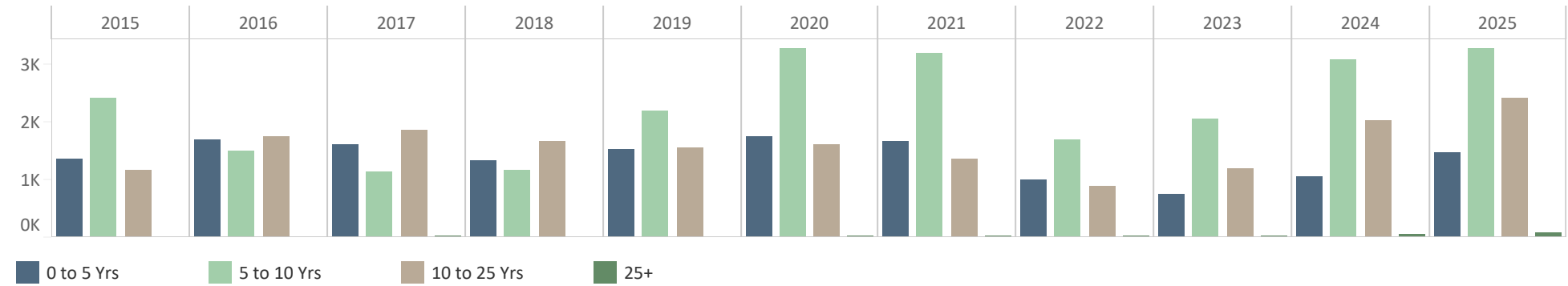
Inventory Trend

Inventory Trend

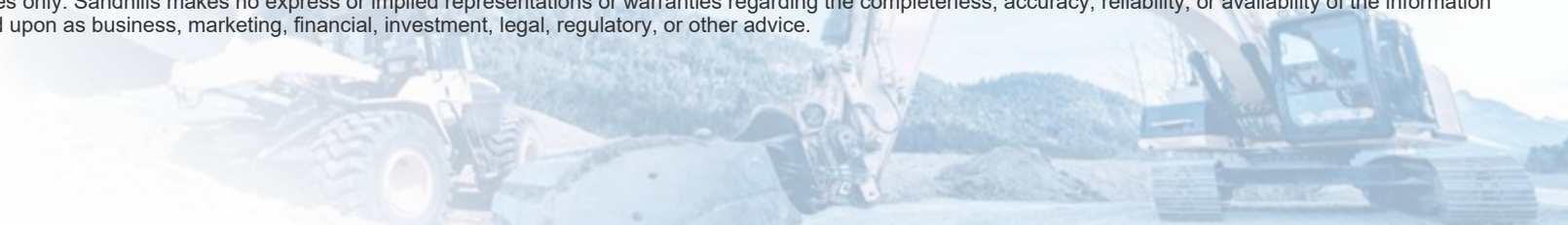


- Y/Y Inventory +18.1% with the 5 to 10 year age group making up the largest age group in terms of overall volume

Inventory By Age Group



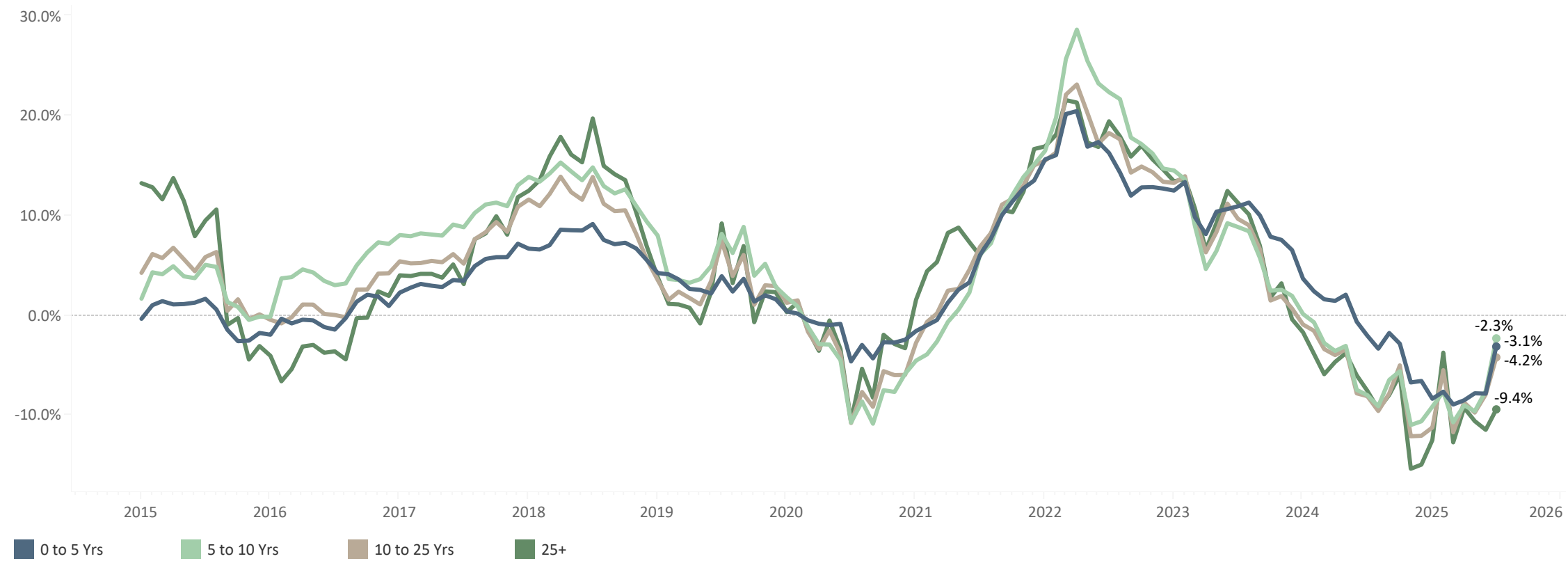
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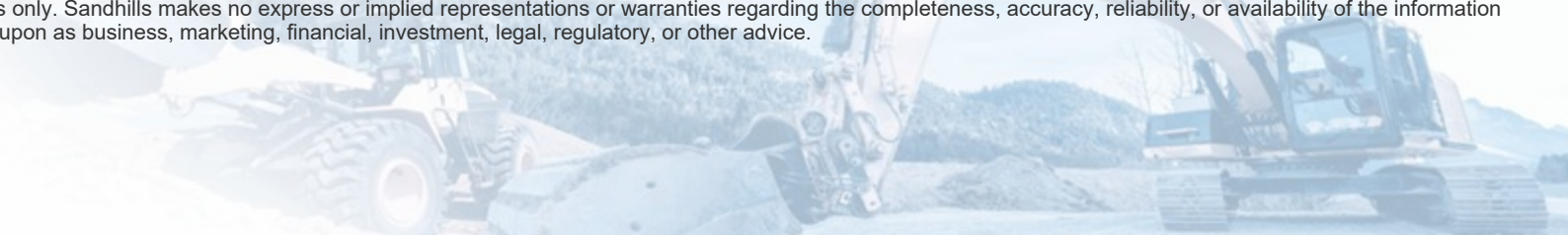
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Asking EVI By Age Group

Asking EVI Y/Y Variance, Age Group



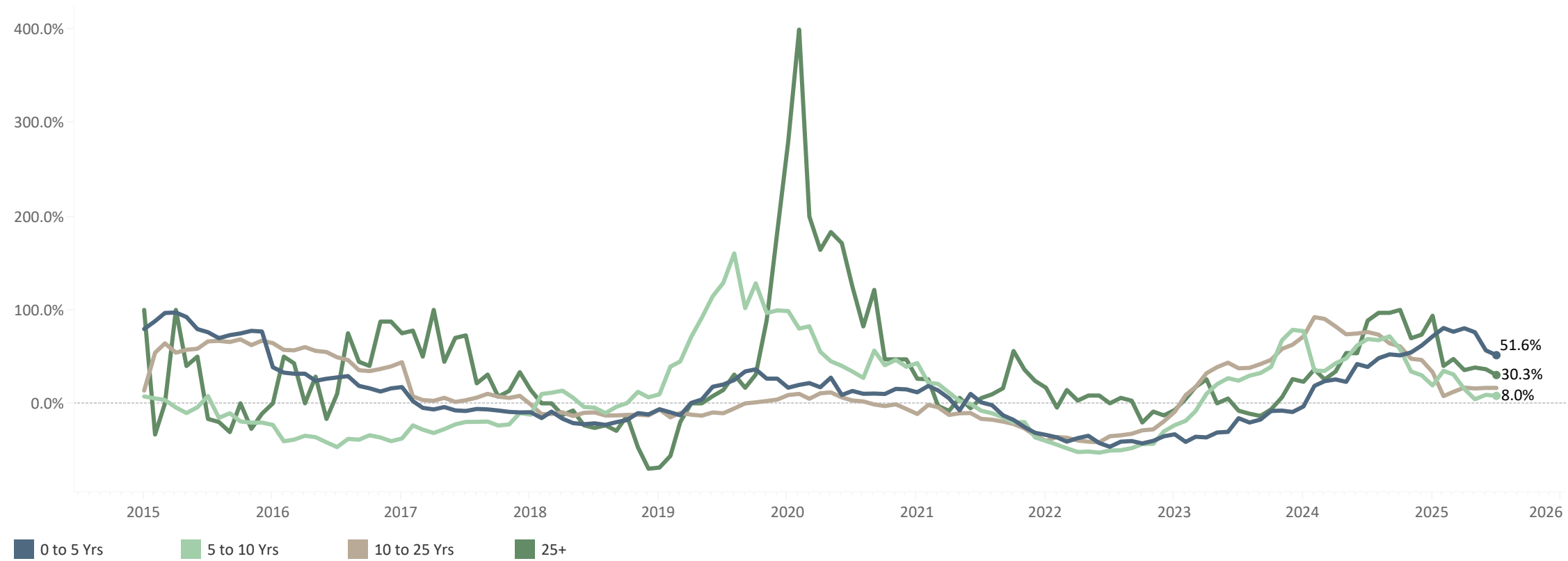
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Inventory By Age Group

Avg Inventory Y/Y Variance, Age Group



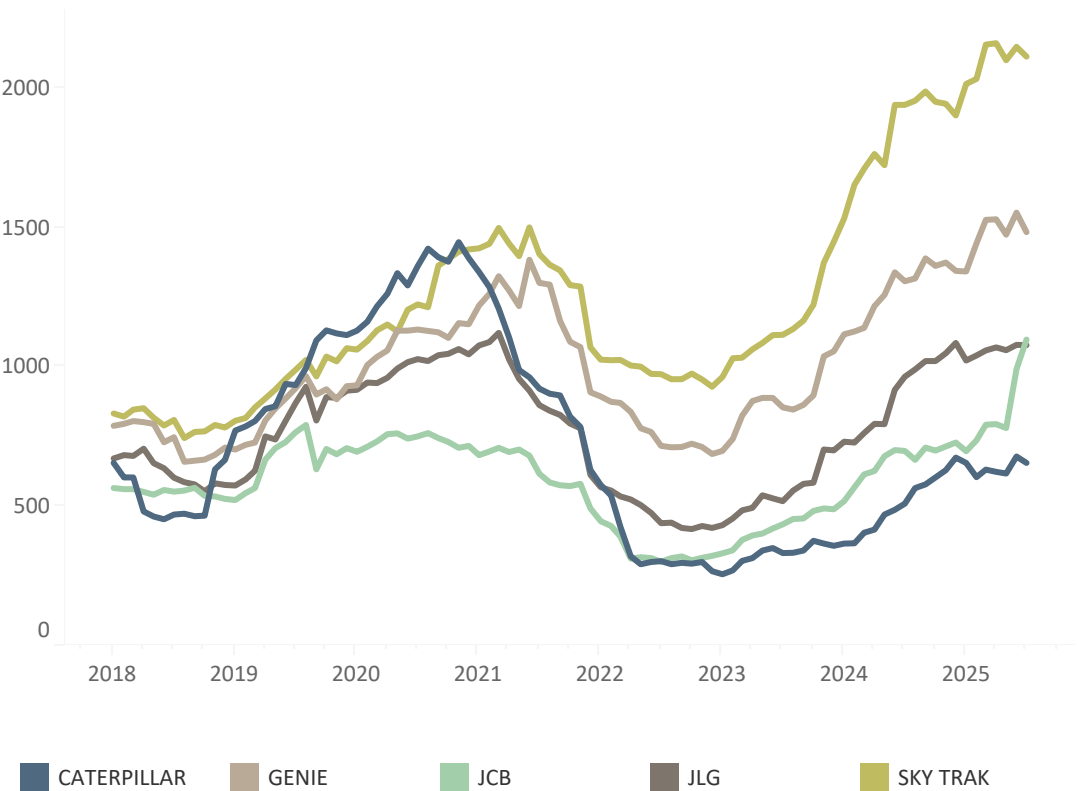
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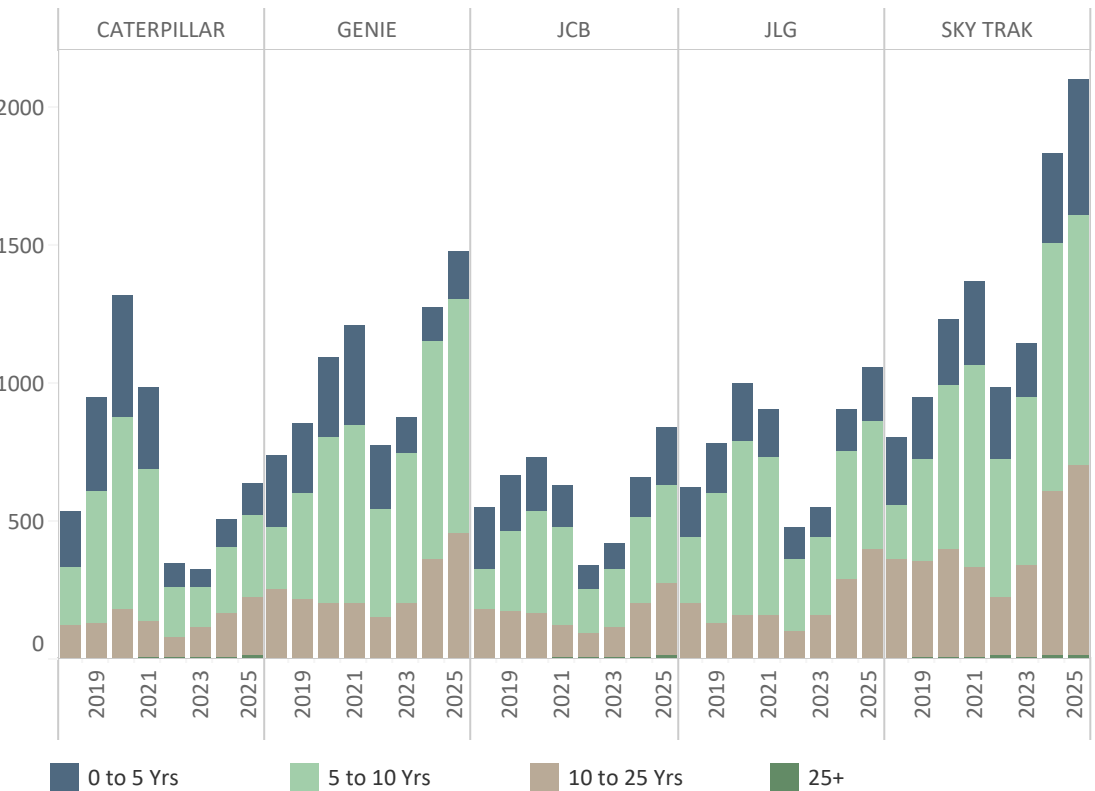
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Manufacturer Volume

Avg Inventory Volume By Manufacturer



Avg Inventory Volume By Manufacturer, Age Group



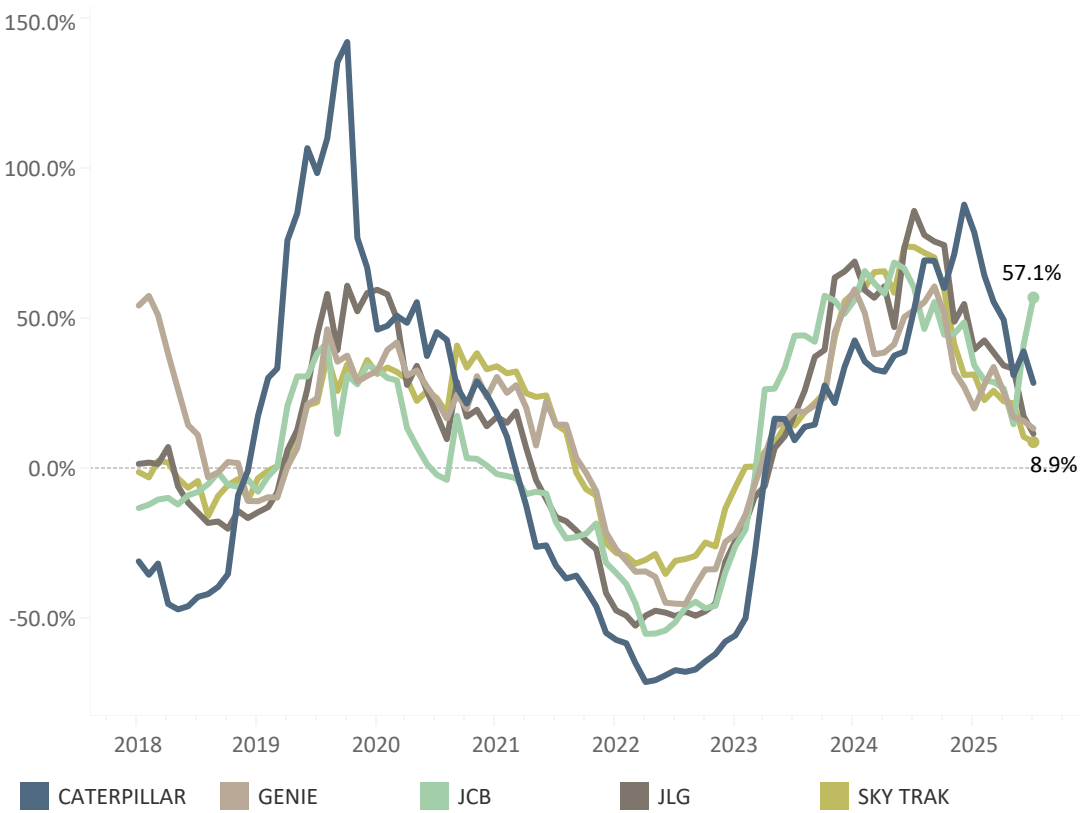
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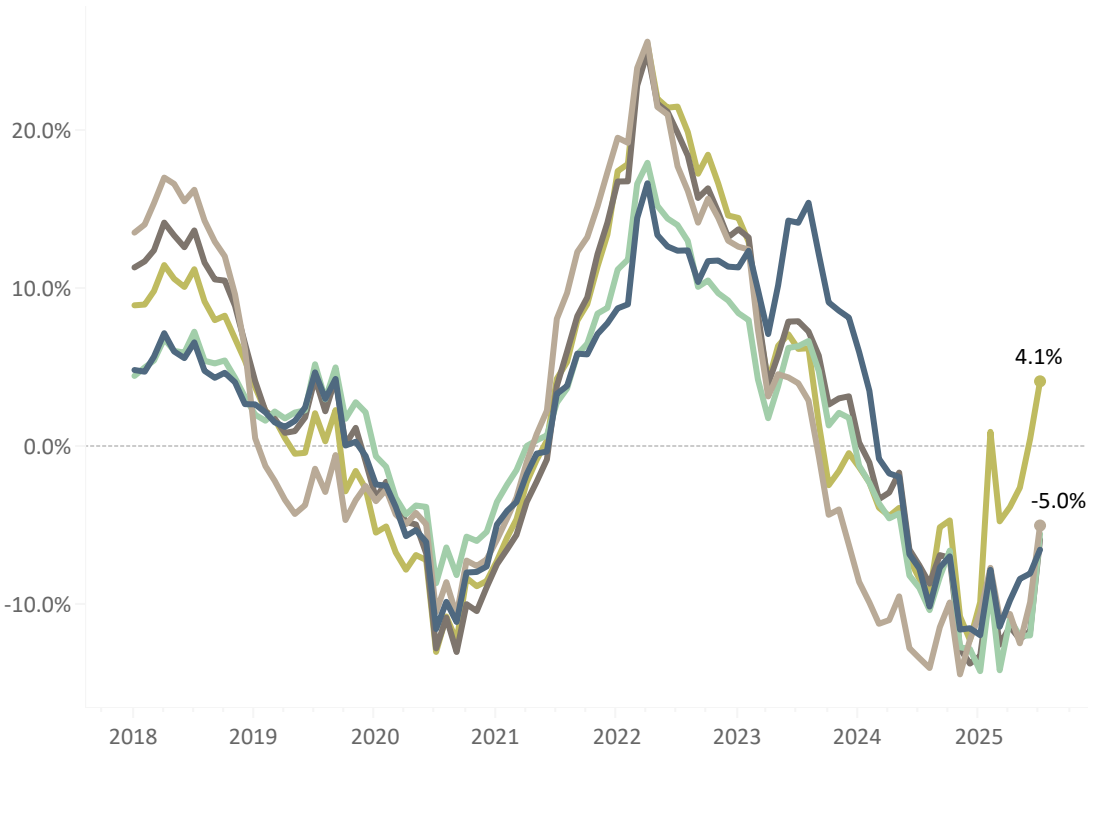
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Manufacturer Comparison

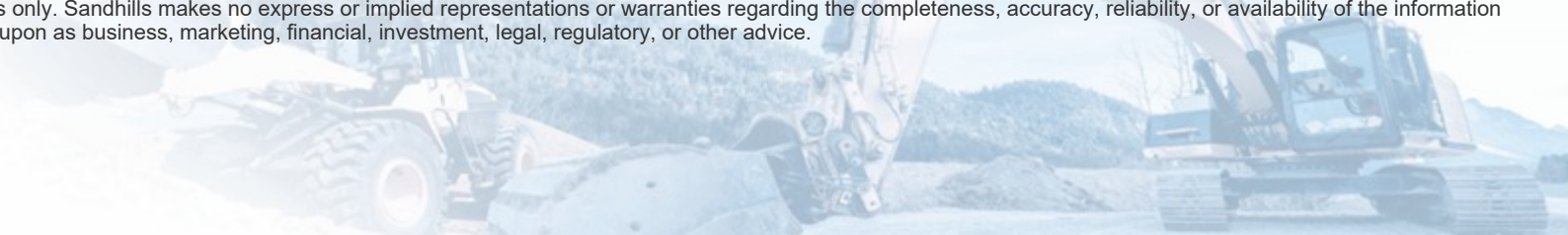
Avg Inventory Y/Y Variance



Asking EVI Y/Y Variance



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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 machinerytrader.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 machinerytrader.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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IF YOU WOULD LIKE ANY ADDITIONAL DATA PLEASE

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