

August, 2025

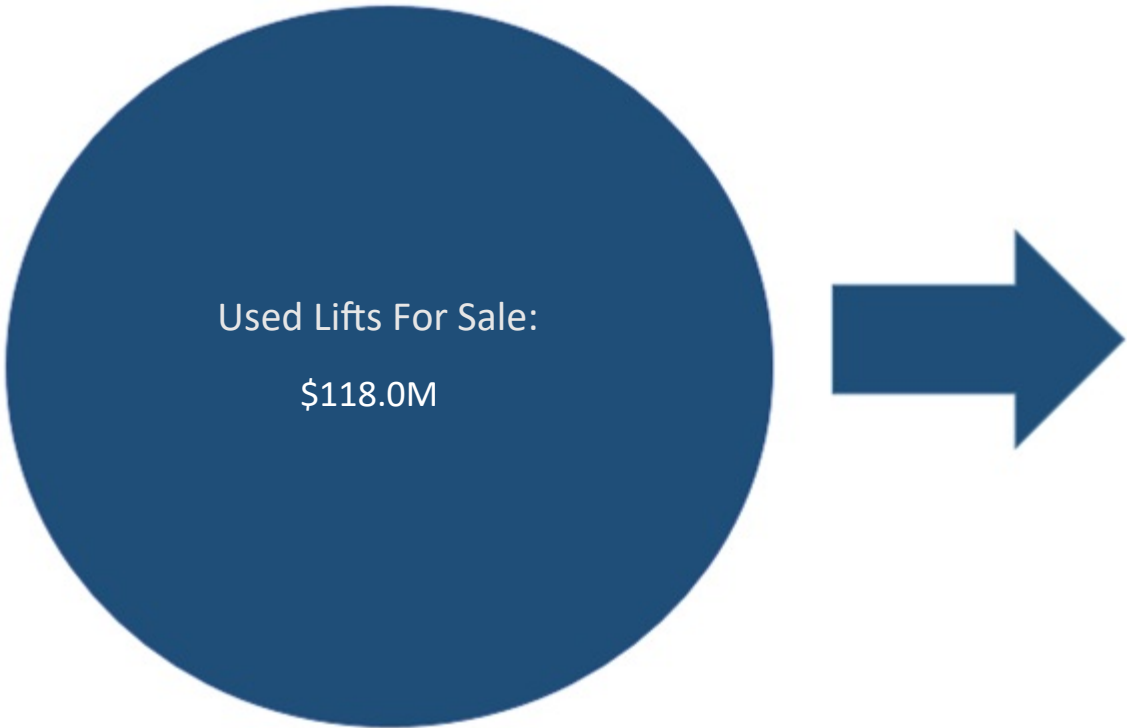
Forklifts

Pneumatic and Cushion Tire
U.S. Used Market



Forklifts: US Used Market

Used Market: For Sale Listings



Top Manufacturers:

August		July	
HYSTER	\$25.0M	HYSTER	\$25.2M
TOYOTA	\$19.6M	TOYOTA	\$20.4M
CATERPILLAR	\$14.3M	CATERPILLAR	\$14.4M
YALE	\$8.2M	YALE	\$8.3M
HYUNDAI	\$7.5M	HYUNDAI	\$8.0M
Grand Total	\$74.6M	Grand Total	\$76.3M

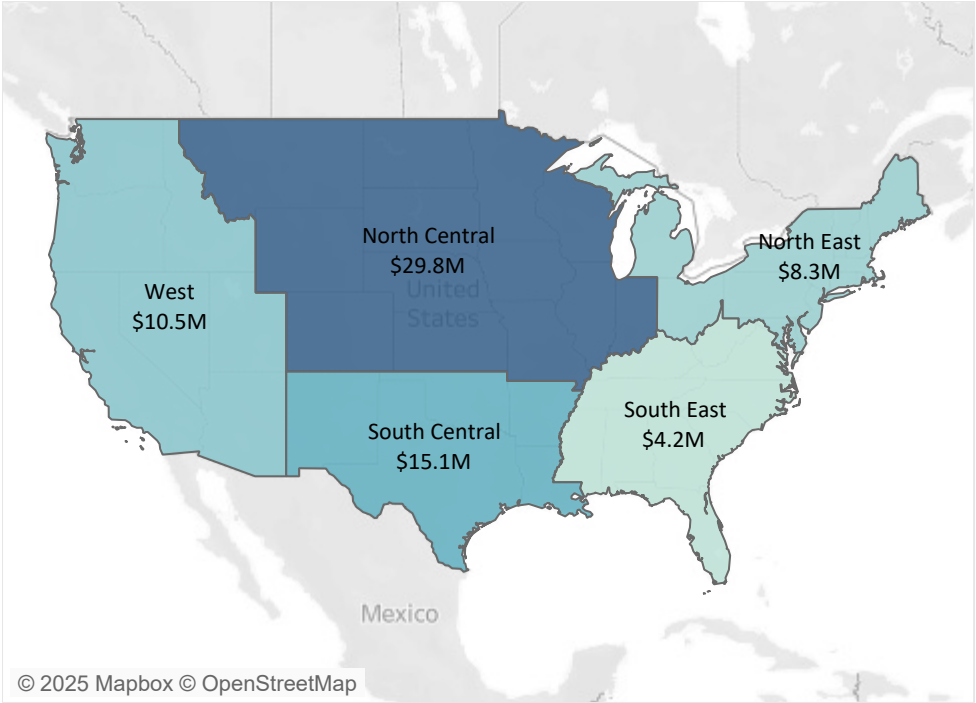
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Forklifts: US Used Market

Used Market: US Regional Metrics

For Sale by Region



** West Region also includes Alaska & Hawaii

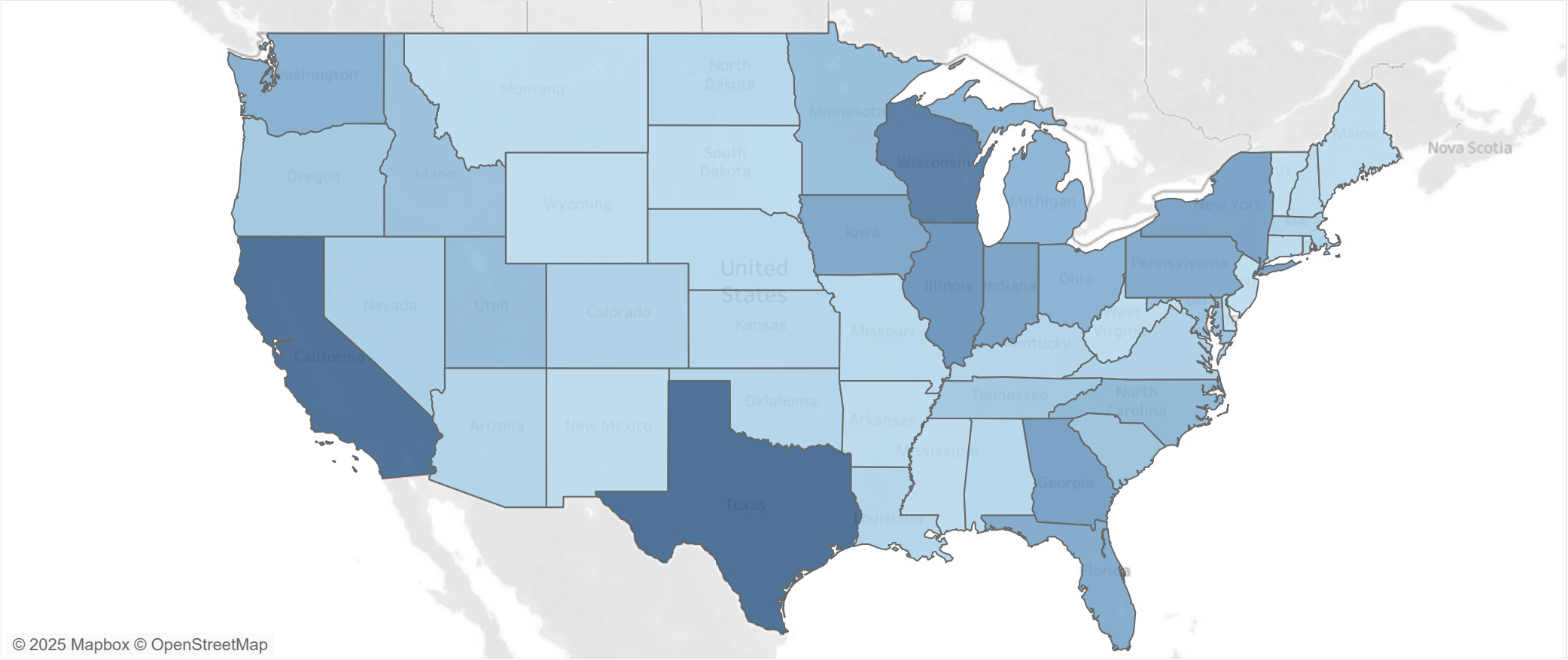
	Region					Grand Total
	North Central	North East	South Central	South East	West	
Asking EVI	\$23K	\$21K	\$23K	\$21K	\$23K	\$22K
Auction EVI	\$9K	\$9K	\$9K	\$9K	\$10K	\$9K
Inventory	2,329	561	932	721	630	5,173
Asking - % Y/Y Change	-5.1%	-4.5%	-5.2%	0.2%	-2.8%	-3.6%
Asking - % M/M Change	-2.2%	0.0%	-1.4%	1.9%	-0.8%	-0.6%
Auction - % Y/Y Change	-7.8%	-7.0%	-5.5%	-3.4%	-6.5%	-6.1%
Auction - % M/M Change	-2.9%	0.7%	-2.4%	1.7%	0.6%	-0.5%
Inventory - % Y/Y Change	34.1%	38.5%	32.0%	40.8%	-9.0%	27.7%
Inventory - % M/M Change	1.9%	-3.1%	-7.1%	-3.5%	-13.5%	-3.2%
For Sale - % M/M Change	-1.2%	-2.0%	-5.2%	-5.5%	-15.4%	-5.0%

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Forklifts: US Used Market

Inventory By State



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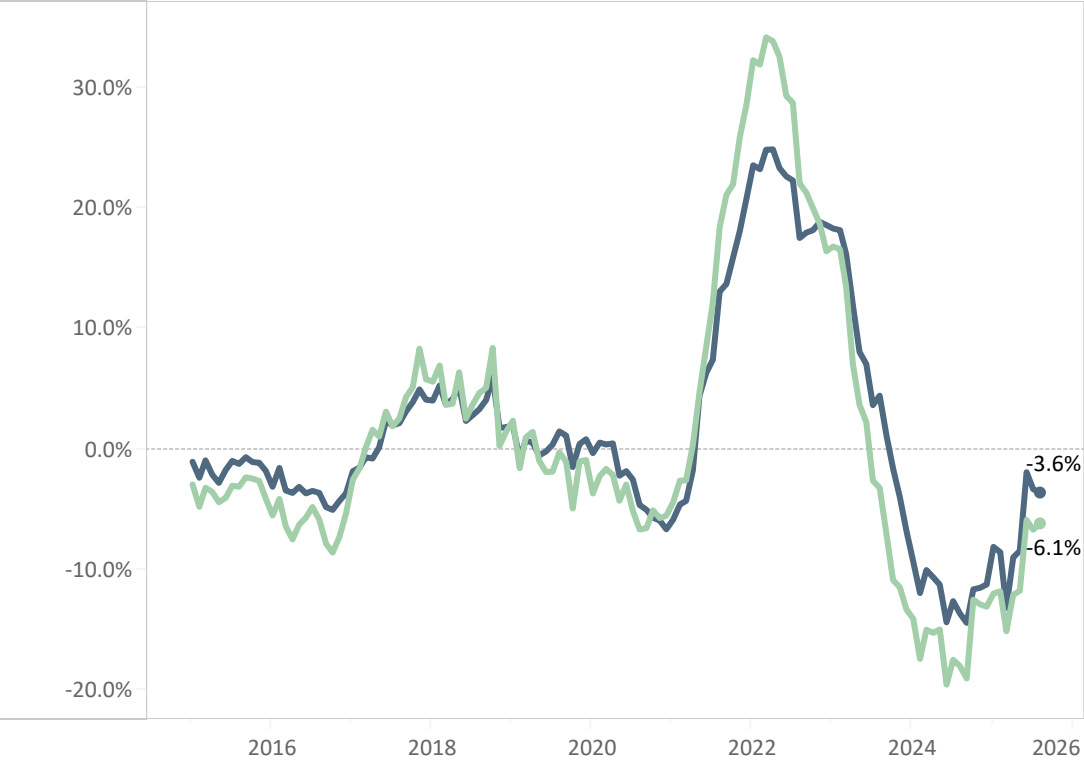
Forklifts: US Used Market

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

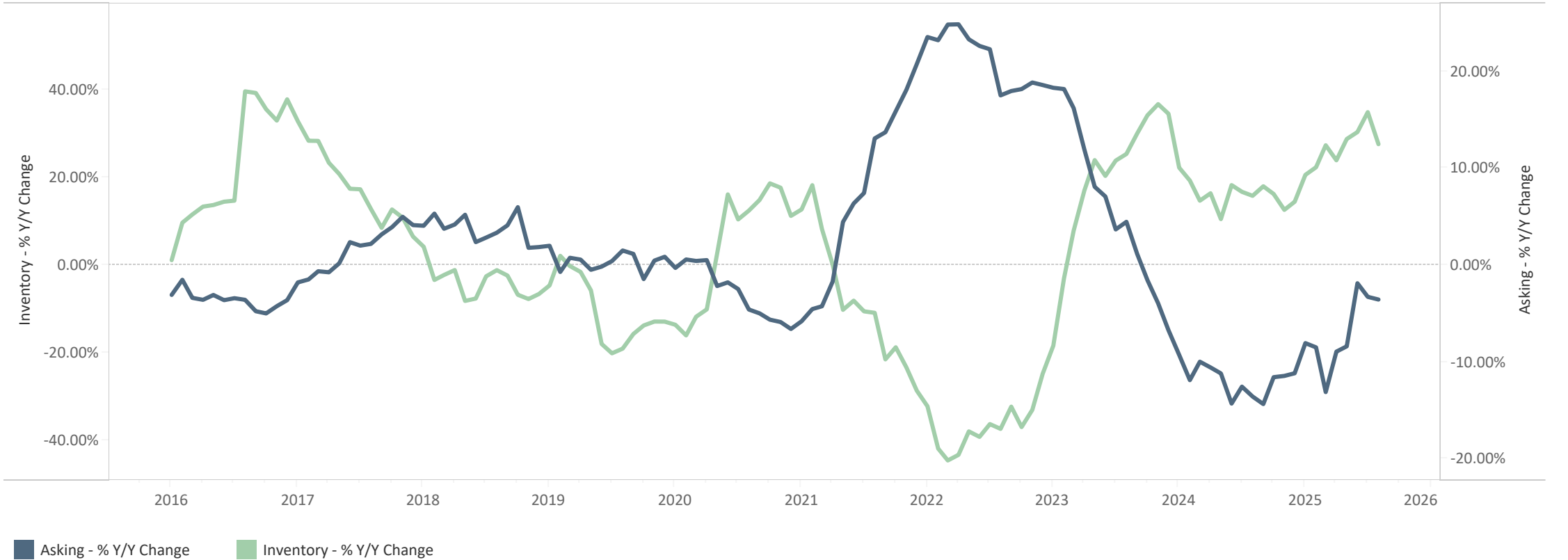
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Forklifts: US Used Market

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

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

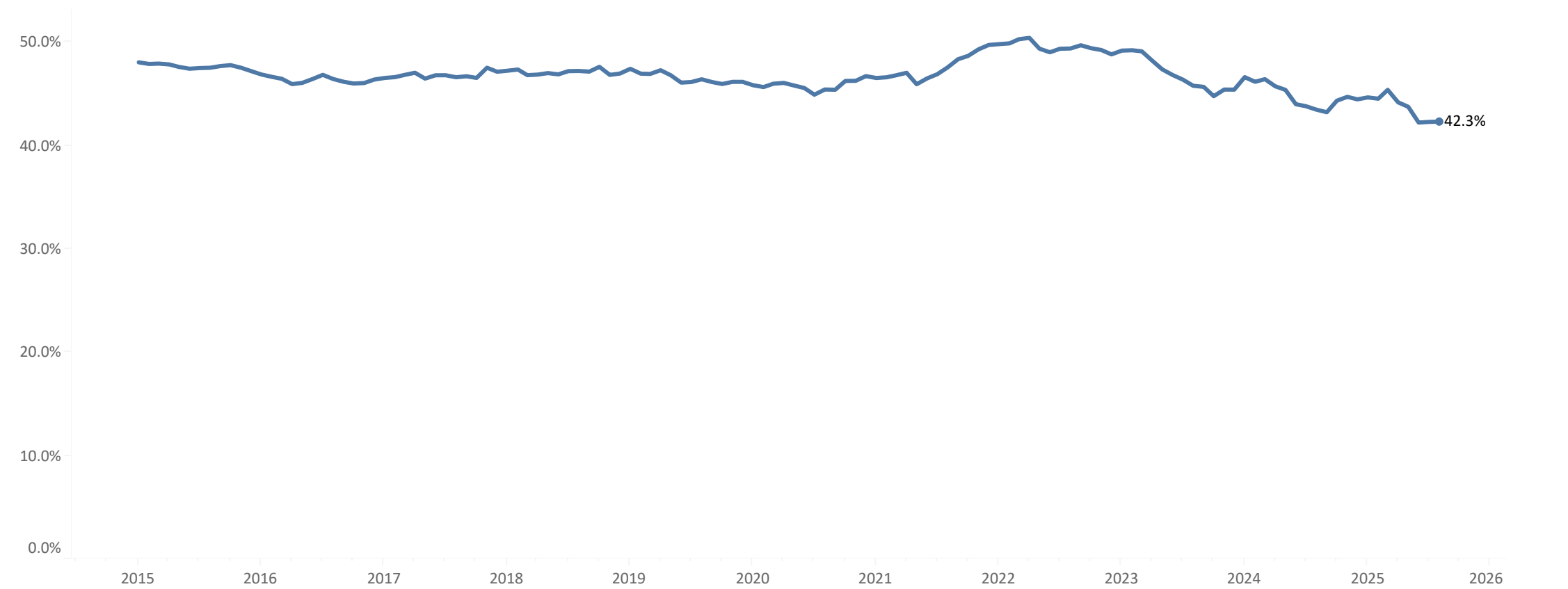


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Forklifts: US Used Market

Sandhills Equipment Value Index (EVI) Auction/Asking Ratio

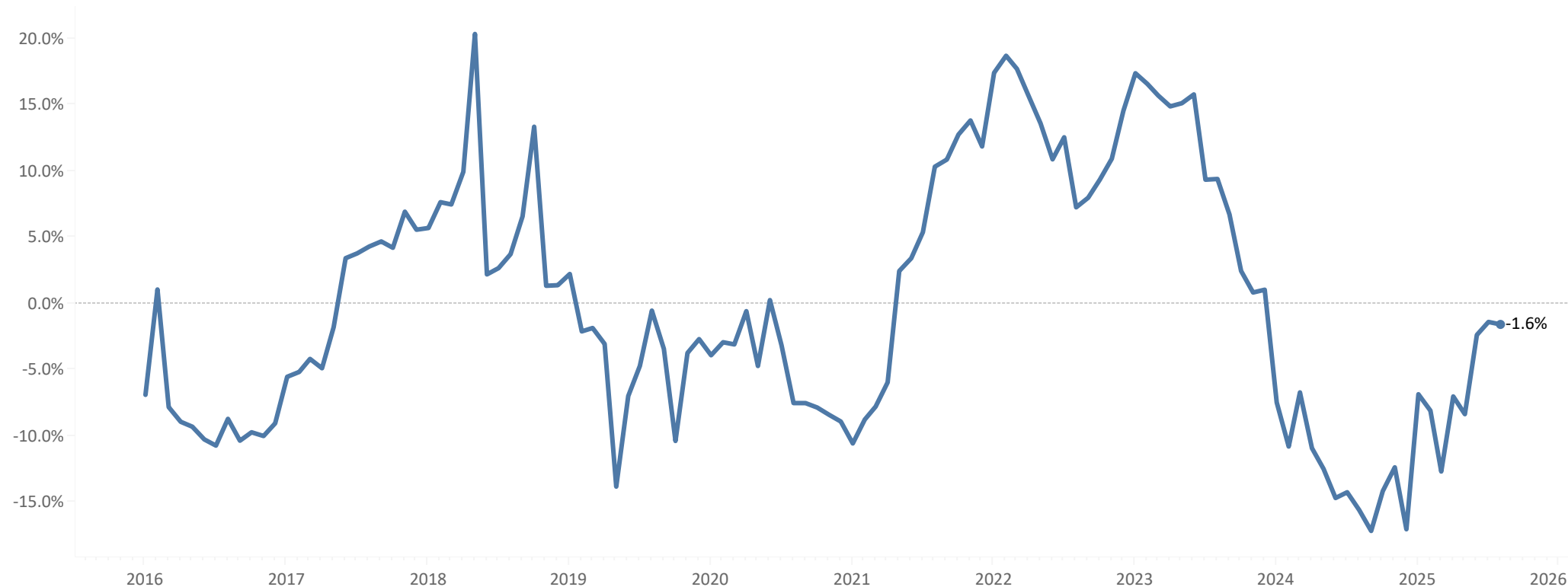


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Forklifts: US Used Market

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



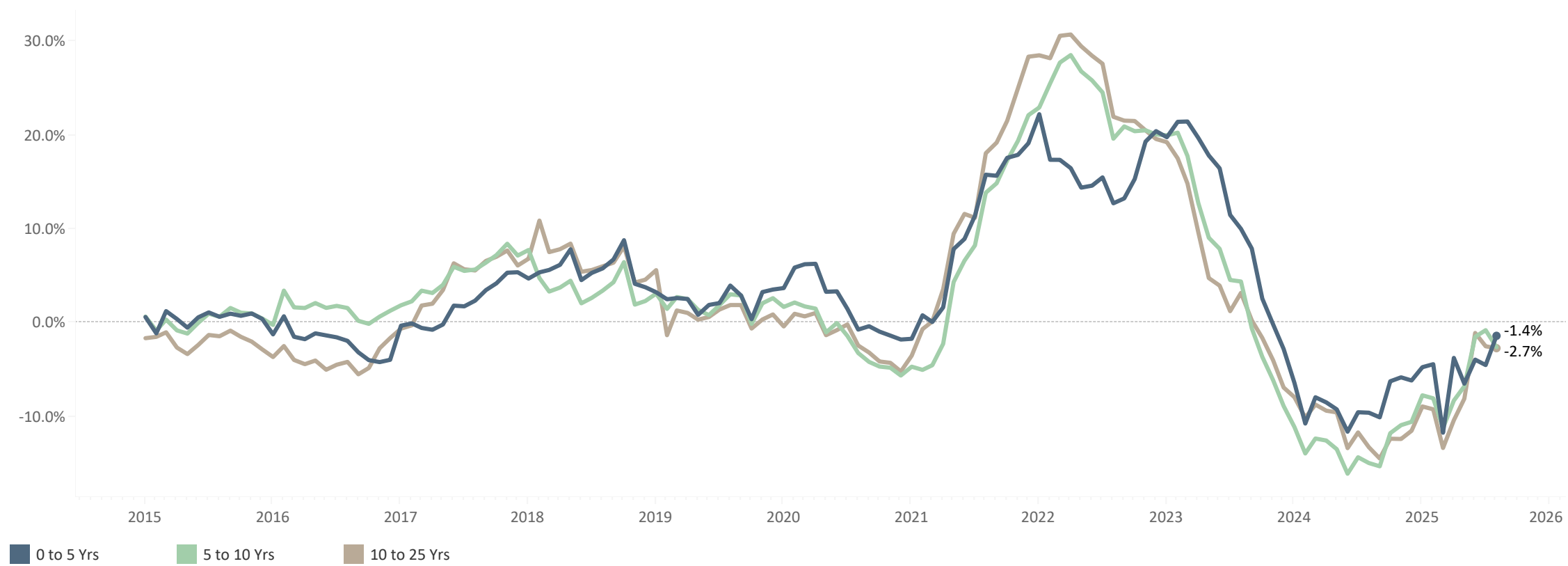
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Forklifts: US Used Market

Asking EVI By Age Group

Asking EVI Y/Y Variance, Age Group



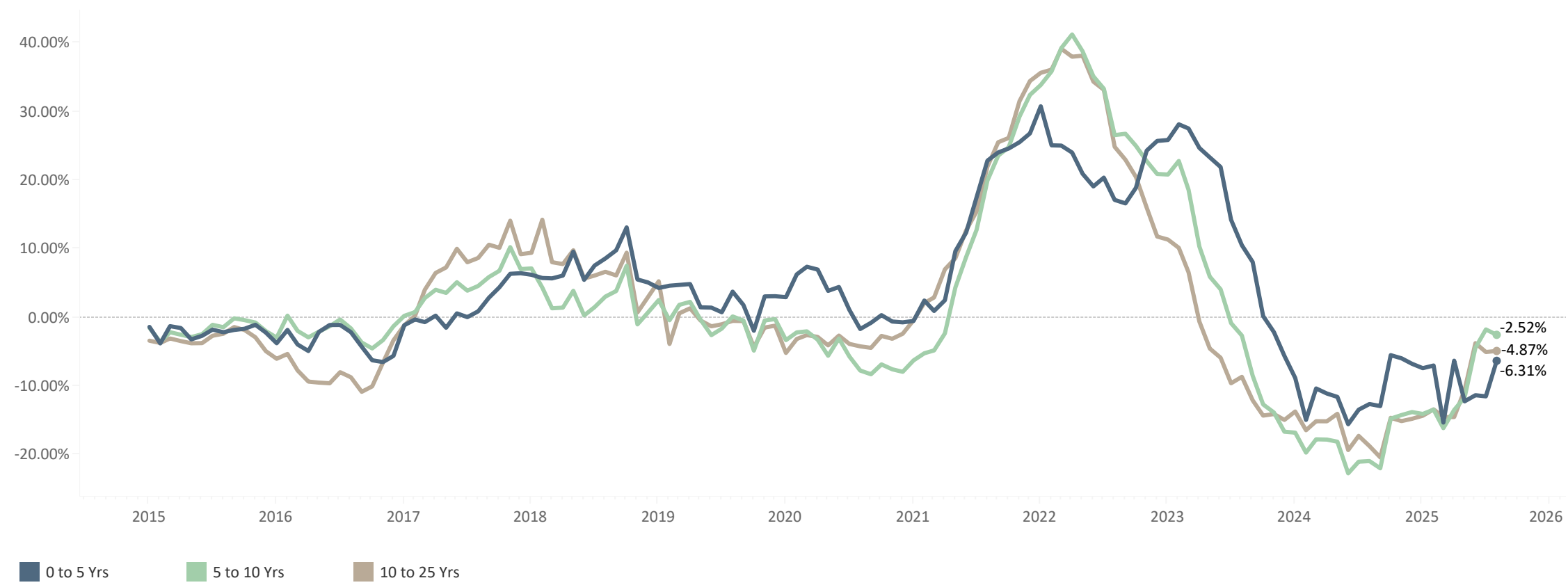
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Forklifts: US Used Market

Auction EVI By Age Group

Auction EVI Y/Y Variance, Age Group



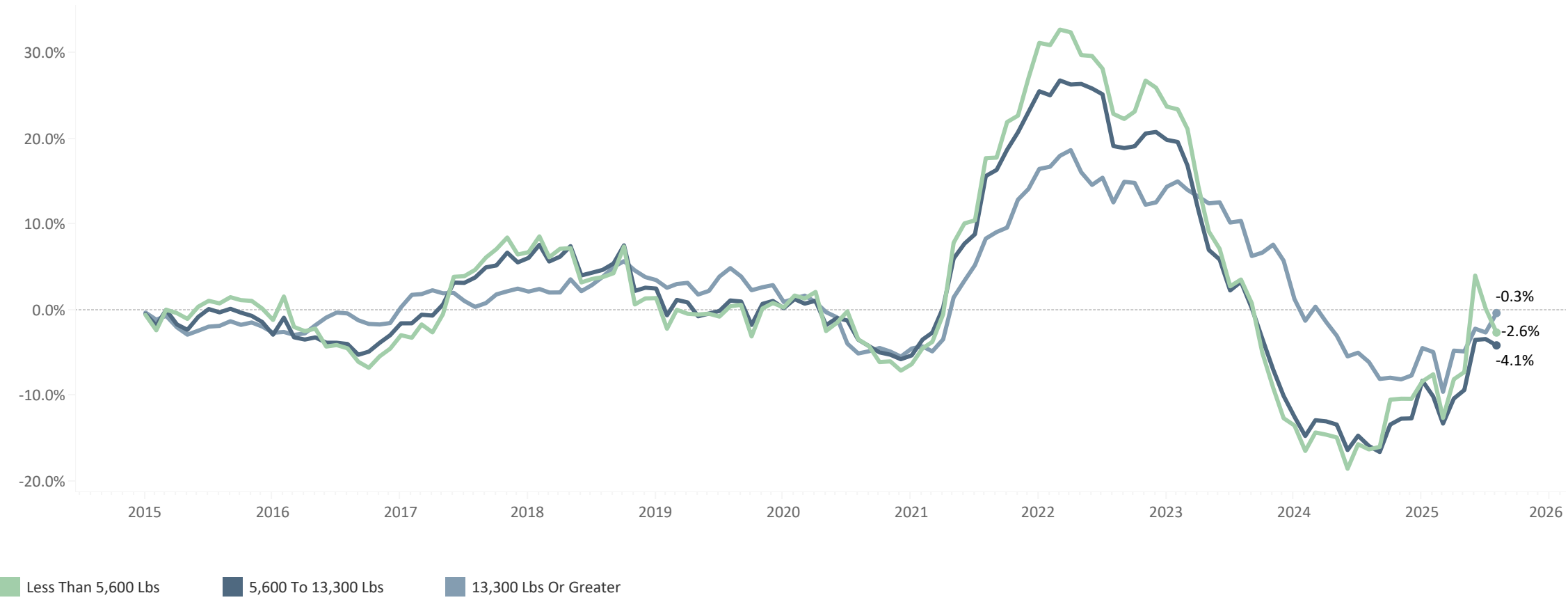
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Forklifts: US Used Market

Asking EVI By Capacity Group

Asking EVI Y/Y Variance, Capacity Group



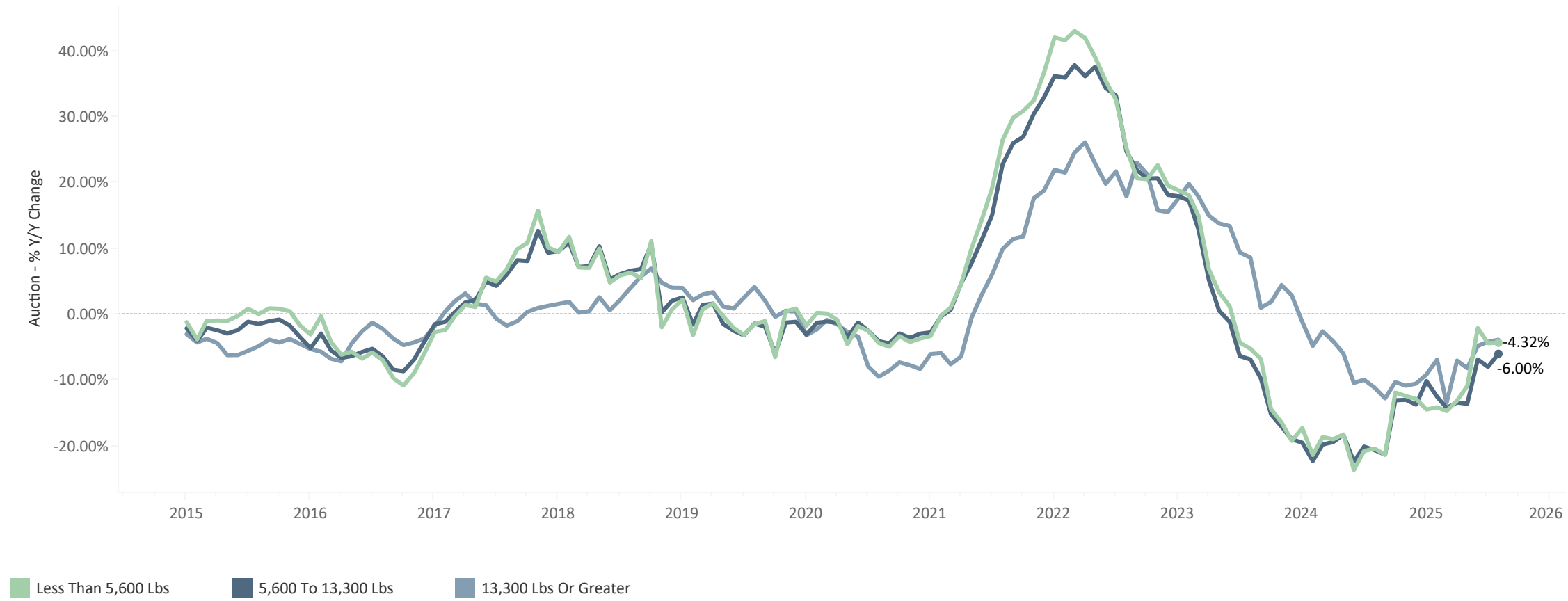
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Forklifts: US Used Market

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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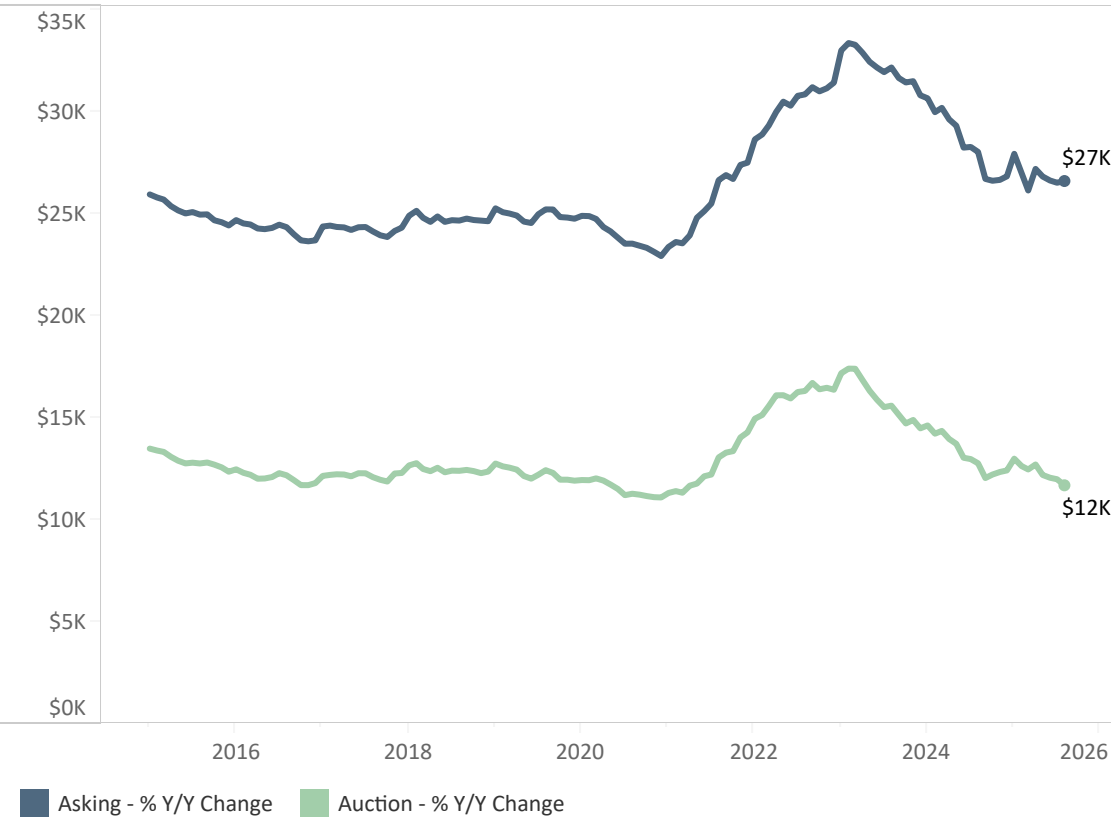


Pneumatic Tire

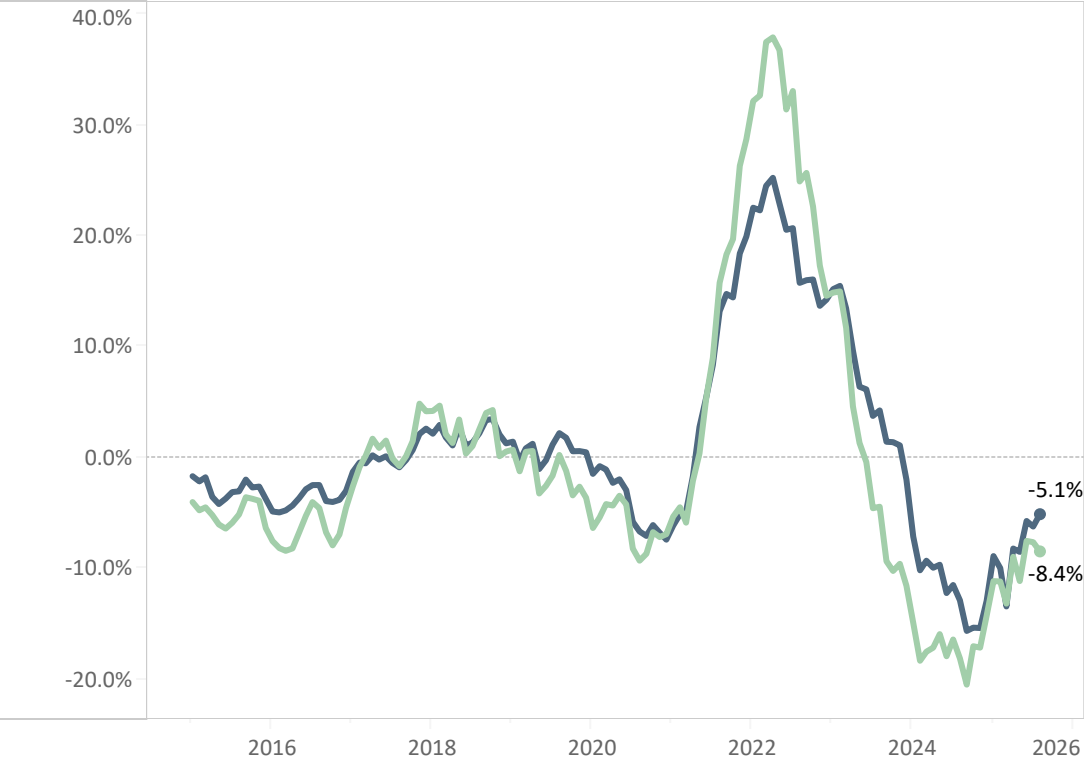
ForkLifts: US Used Market

Pneumatic Tire: Sandhills Equipment Value Index (EVI)

Asking vs Auction EVI



Asking vs Auction EVI Y/Y Variance

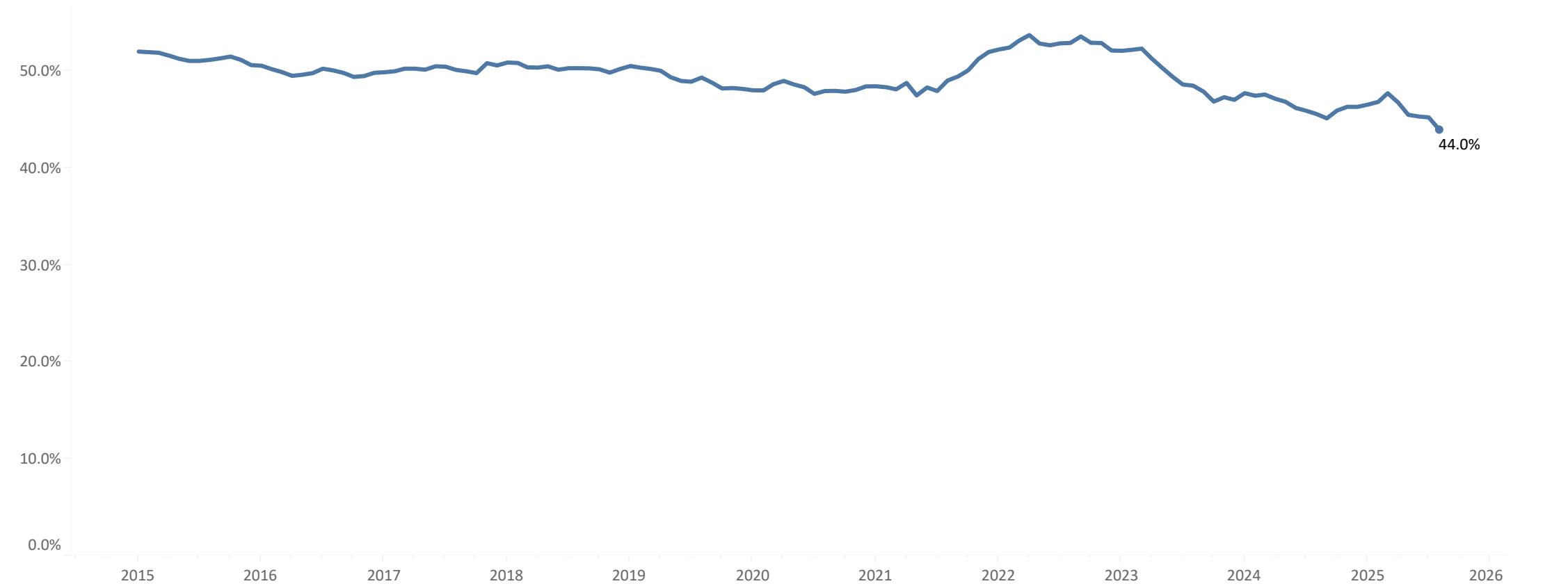


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Forklifts: US Used Market

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



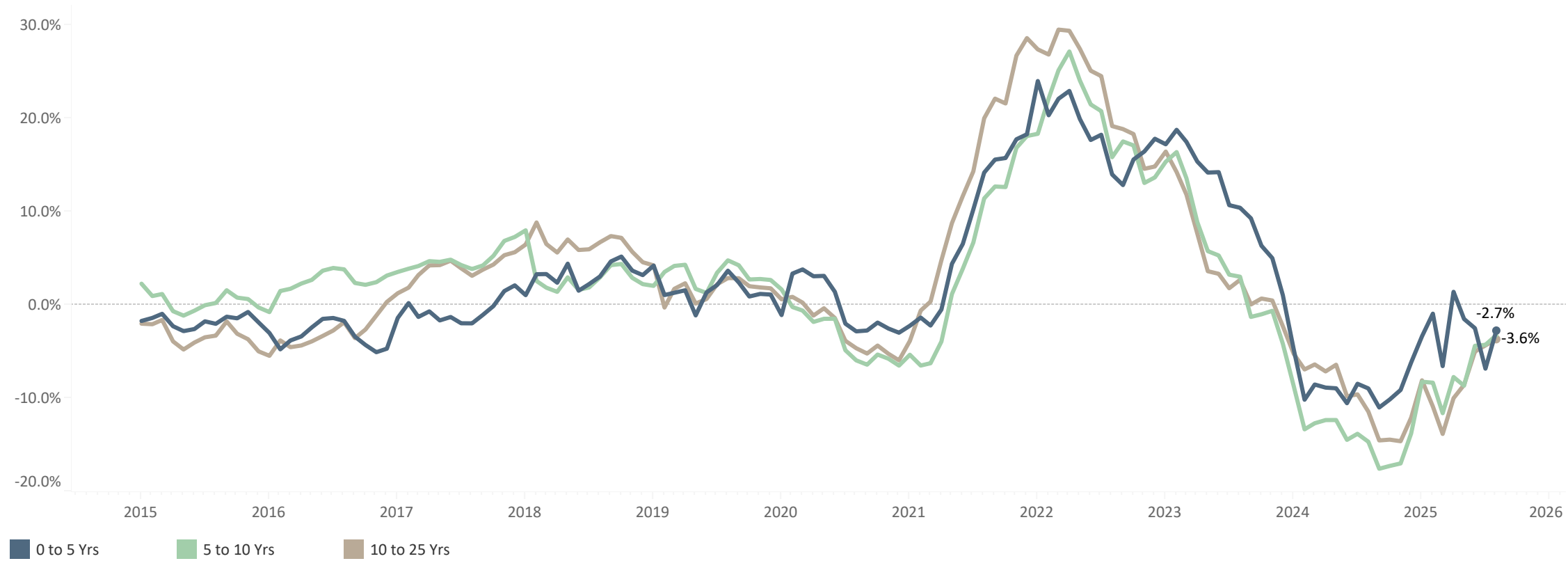
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Forklifts: US Used Market

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

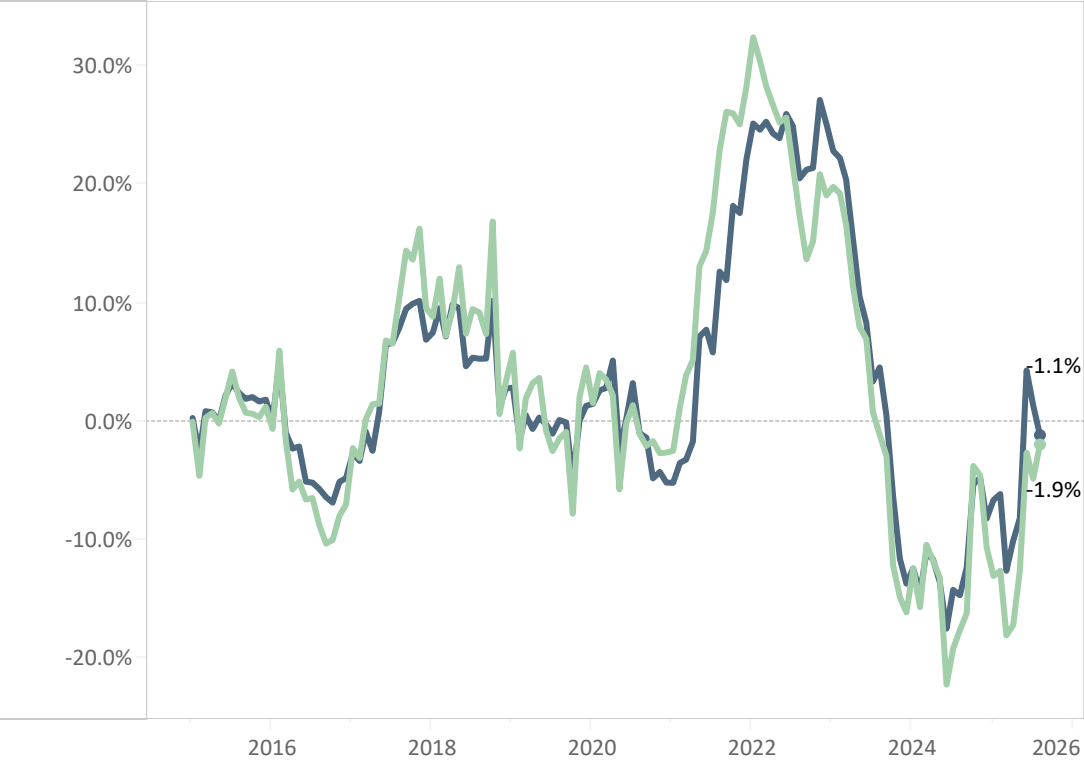
Forklifts: US Used Market

Cushion Tire: Sandhills Equipment Value Index (EVI)

Asking vs Auction EVI



Asking vs Auction EVI Y/Y Variance

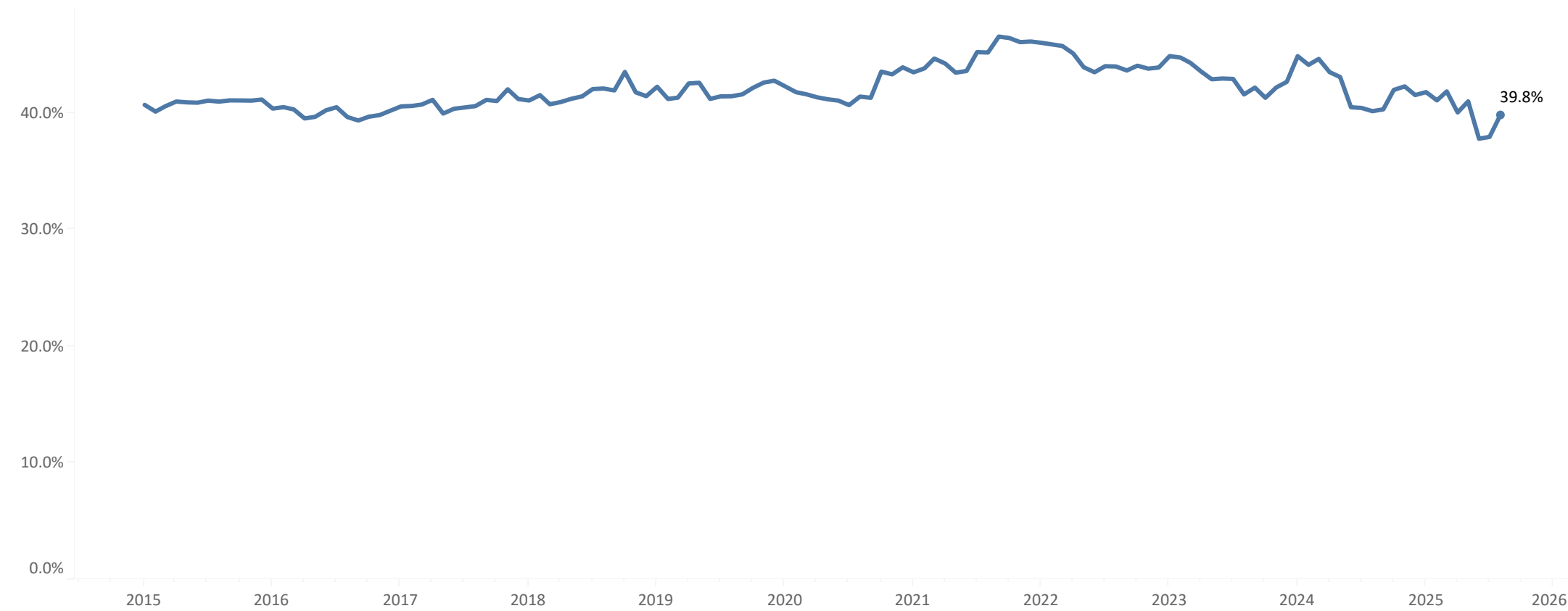


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Forklifts: US Used Market

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

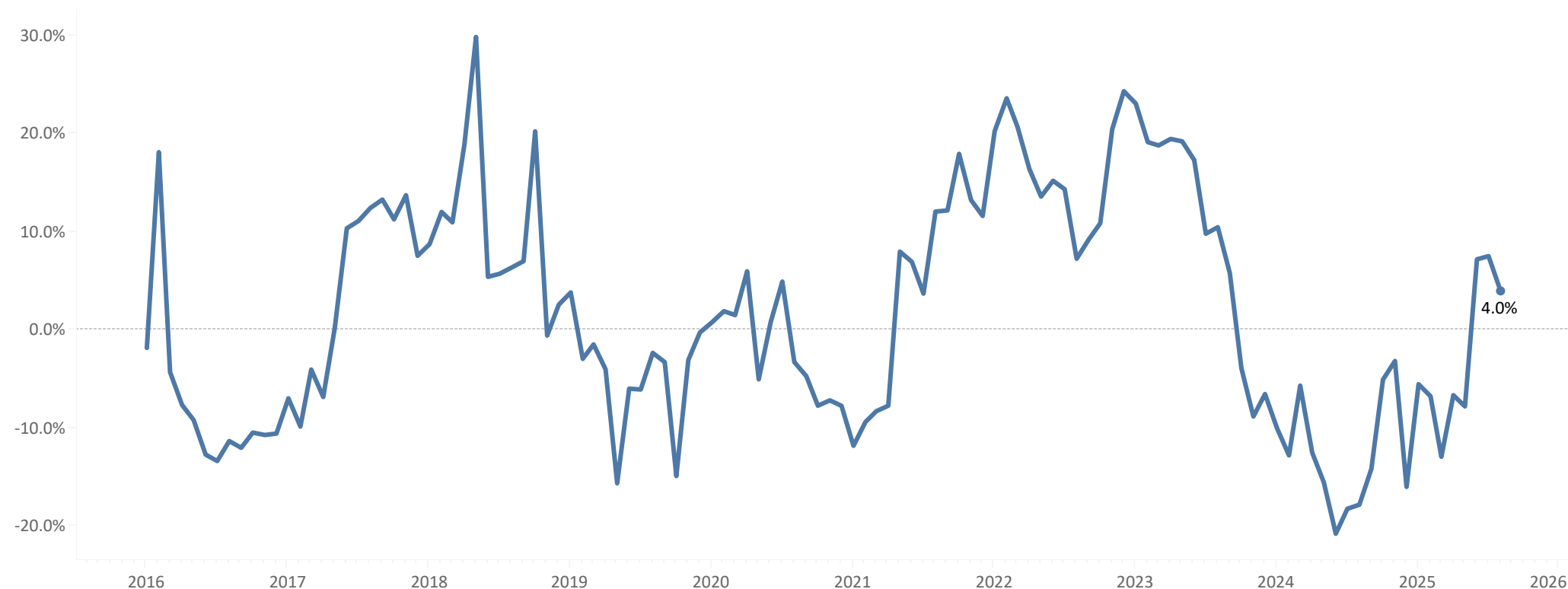


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Forklifts: US Used Market

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



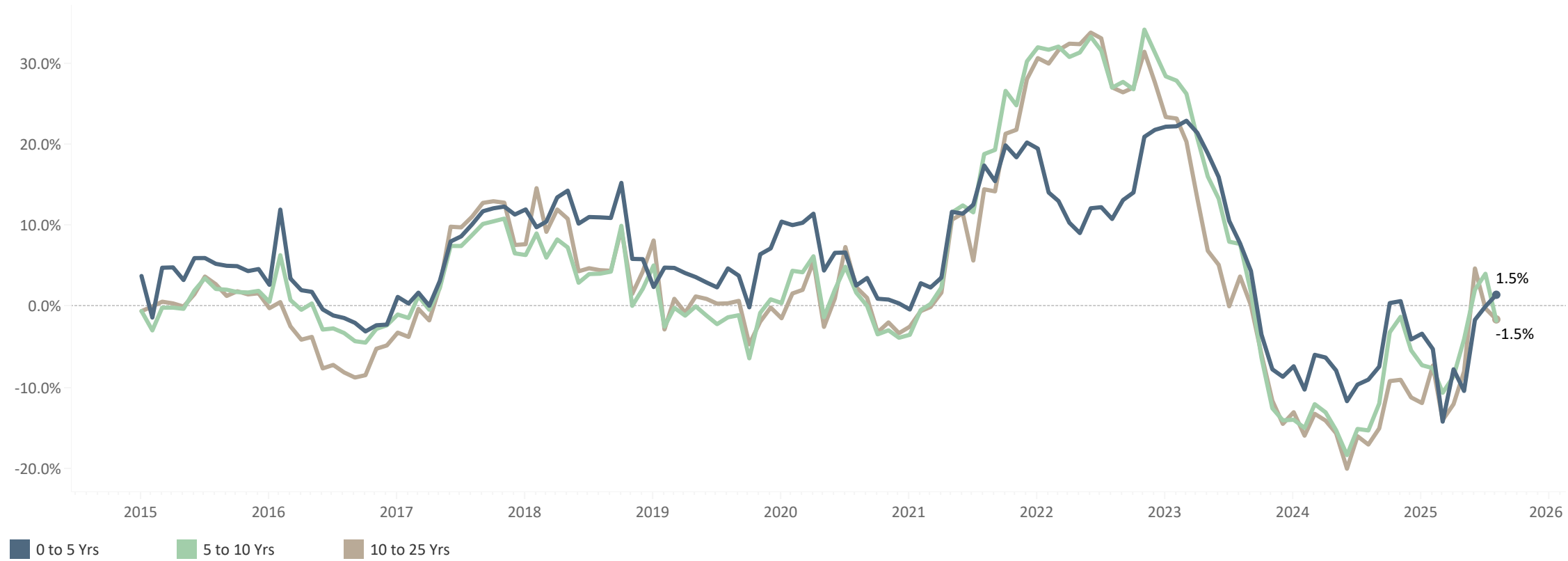
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Forklifts: US Used Market

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.

CONTACT:

Sandhills Global
PO Box 82545
Lincoln, NE 68501-5310

**IF YOU WOULD LIKE ANY ADDITIONAL DATA PLEASE
CONTACT:**

Mitch Helman
mitch-helman@sandhills.com

Jim Ryan
jim-ryan@sandhills.com

