

August, 2025

Scissor Lifts

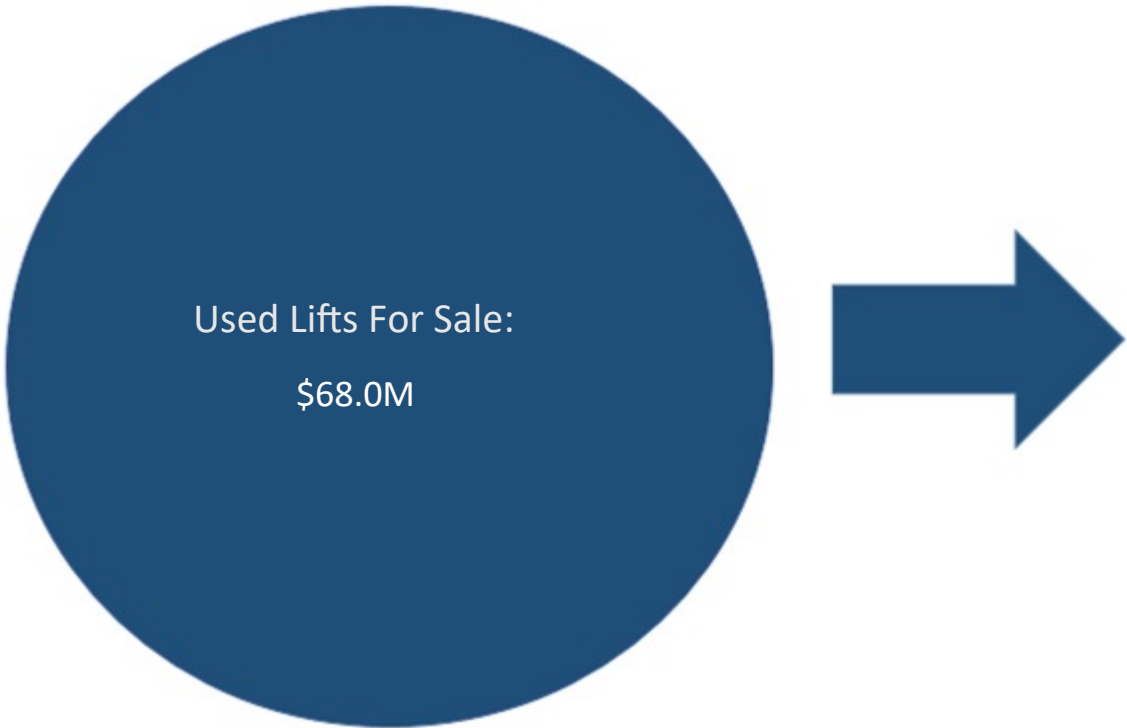
U.S. Used Market



Sandhills Global.

Scissor Lifts: US Used Market

Used Market: For Sale Listings



Top Manufacturers:

August		July	
GENIE	\$32.1M	GENIE	\$32.9M
SKYJACK	\$17.4M	SKYJACK	\$17.5M
JLG	\$13.7M	JLG	\$13.8M
Grand Total	\$63.3M	Grand Total	\$64.2M

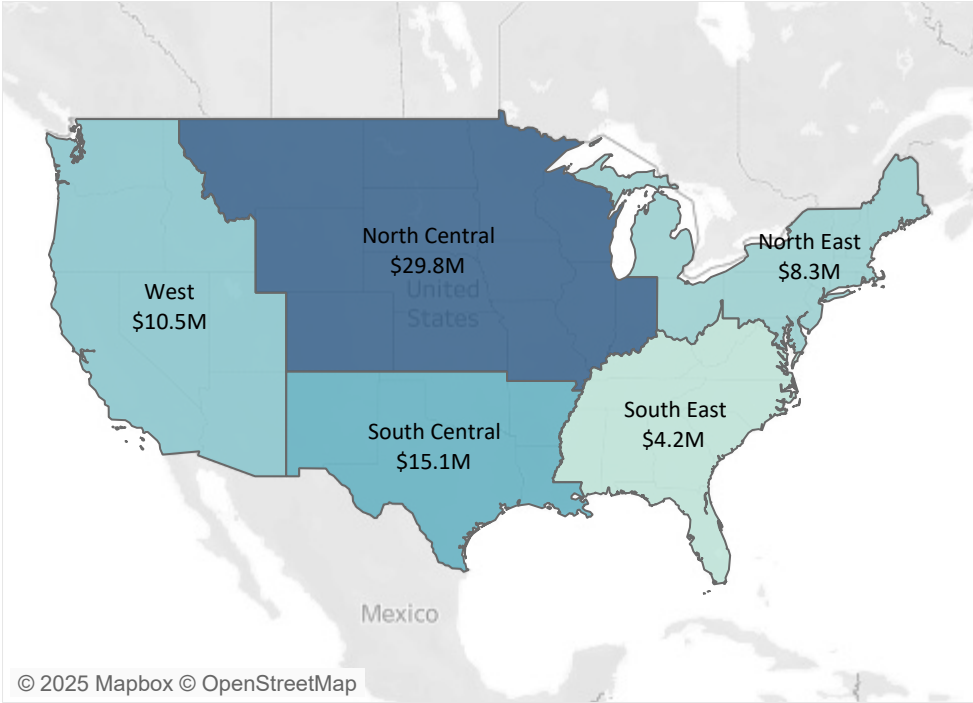
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Scissor Lifts: US Used Market

Used Market: US Regional Metrics

For Sale by Region



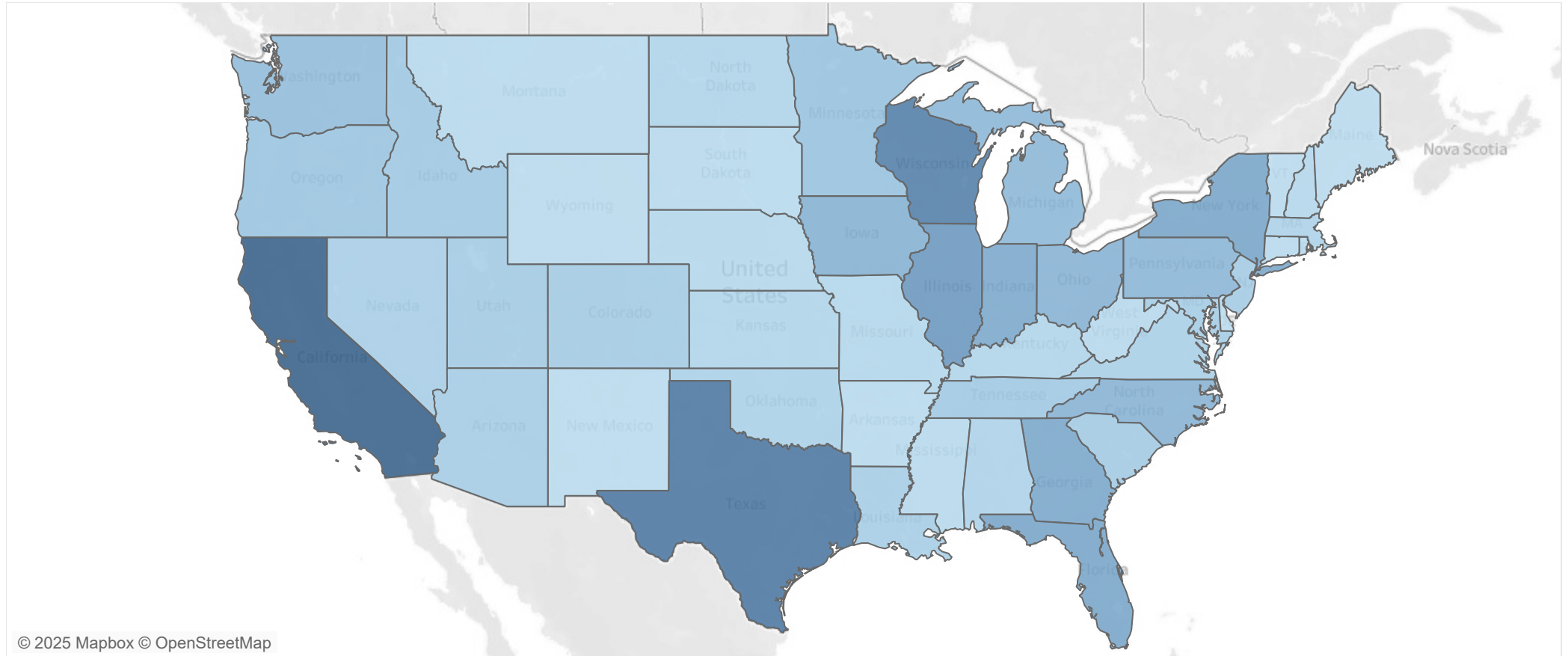
** West Region also includes Alaska & Hawaii

	Region					Grand Total
	North Central	North East	South Central	South East	West	
Asking EVI	\$15K	\$14K	\$17K	\$13K	\$15K	\$15K
Auction EVI	\$8K	\$7K	\$9K	\$7K	\$7K	\$8K
Inventory	2,324	719	948	423	739	5,153
Asking - % Y/Y Change	-10.2%	-10.5%	-11.8%	-11.0%	-11.3%	-11.0%
Asking - % M/M Change	-2.2%	-2.9%	-2.4%	0.1%	-1.7%	-2.0%
Auction - % Y/Y Change	-2.6%	-0.4%	-1.0%	1.5%	-1.9%	-1.1%
Auction - % M/M Change	-1.6%	-4.9%	-1.5%	1.4%	-1.2%	-1.8%
Inventory - % Y/Y Change	13.8%	-16.0%	32.2%	24.8%	-6.7%	8.6%
Inventory - % M/M Change	-0.4%	1.4%	-0.1%	2.4%	-2.5%	-0.2%
For Sale - % M/M Change	-1.2%	3.6%	-3.5%	4.3%	-2.0%	-1.0%

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Scissor Lifts: US Used Market Inventory By State



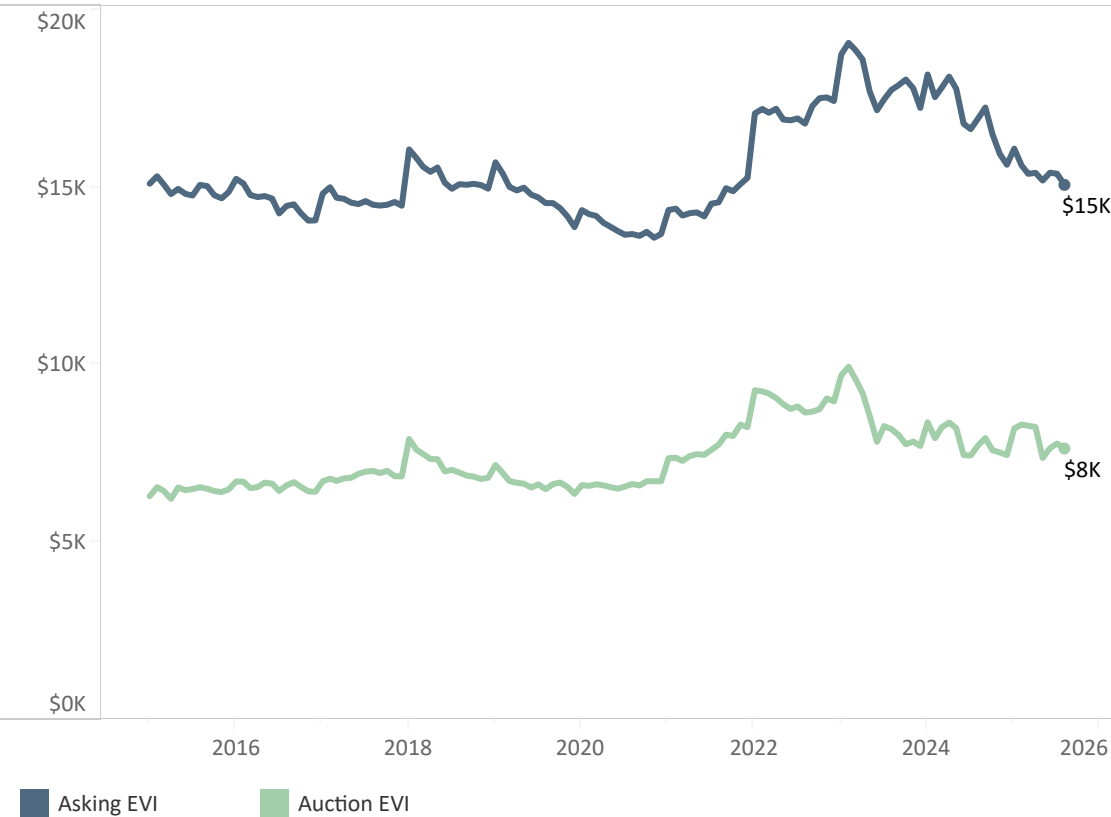
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Scissor Lifts: US Used Market

Sandhills Equipment Value Index (EVI)

Asking vs Auction EVI



Asking vs Auction EVI Y/Y Variance



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Scissor Lifts: US Used Market

Inventory By Lift Type

Inventory Trend



Inventory Trend by Lift Type



Rough Terrain Slab

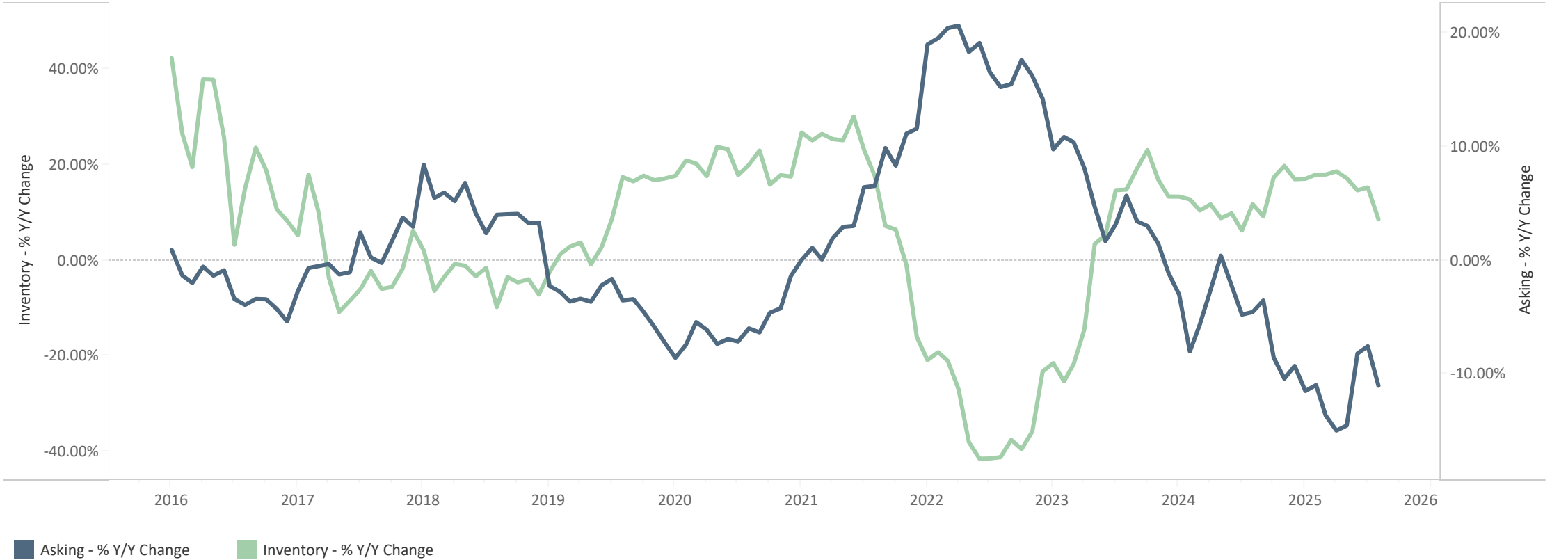
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Scissor Lifts: US Used Market

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

Slab and Rough Terrain Lifts Inventory vs Asking EVI Y / Y Variance

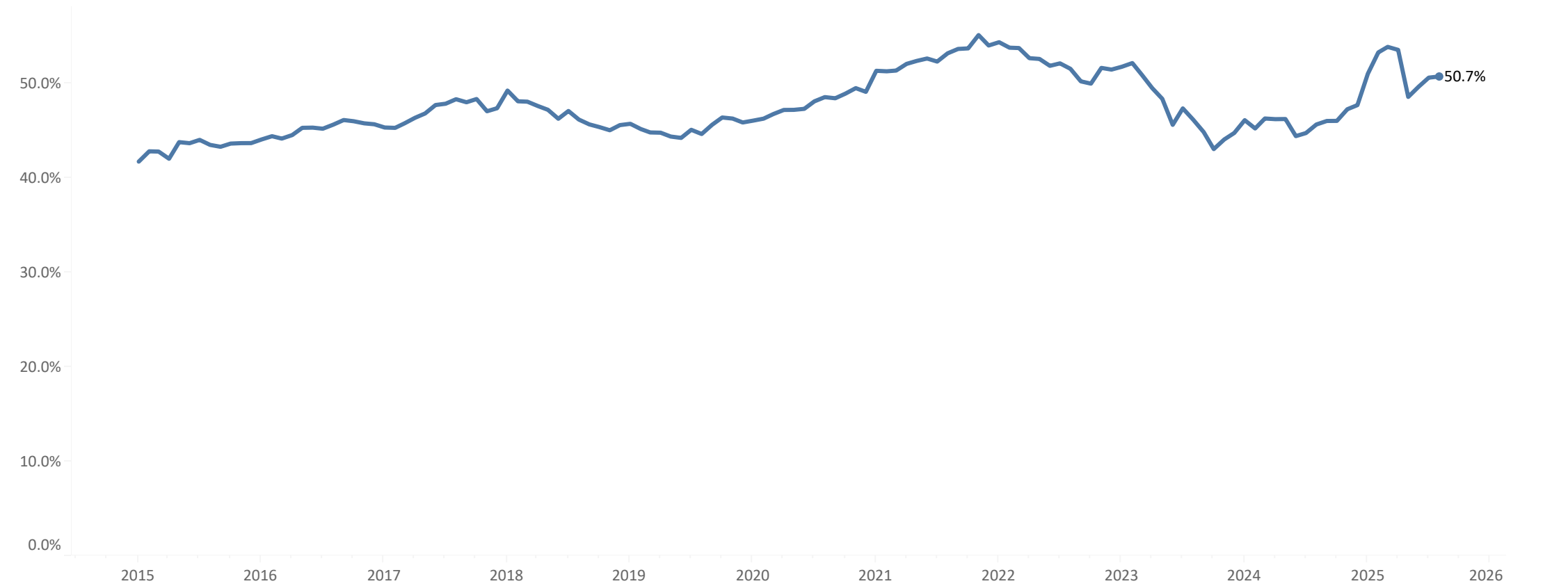


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Scissor Lifts: US Used Market

Sandhills Equipment Value Index (EVI) Auction/Asking Ratio

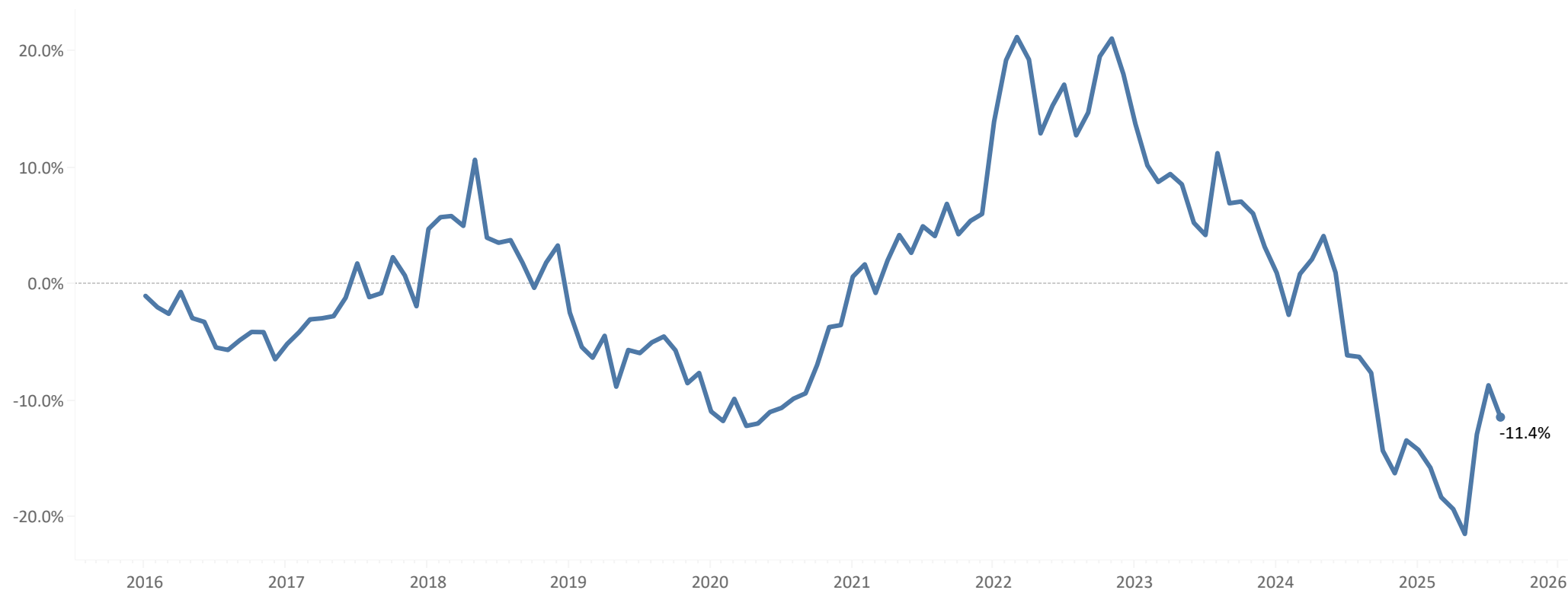


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Scissor Lifts: US Used Market

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



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Scissor Lifts: US Used Market

Asking EVI By Age Group

Asking EVI Y/Y Variance, Age Group



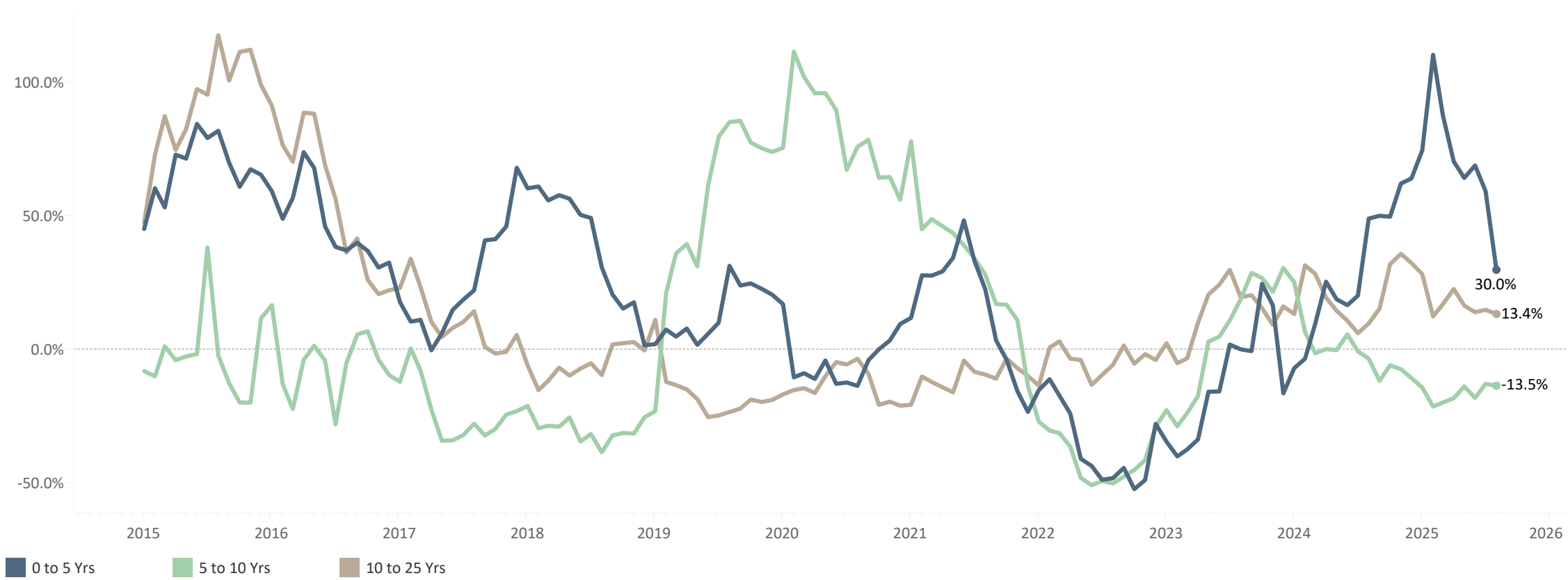
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Scissor Lifts: US Used Market

Inventory By Age Group

Avg Inventory Y/Y Variance, Age Group



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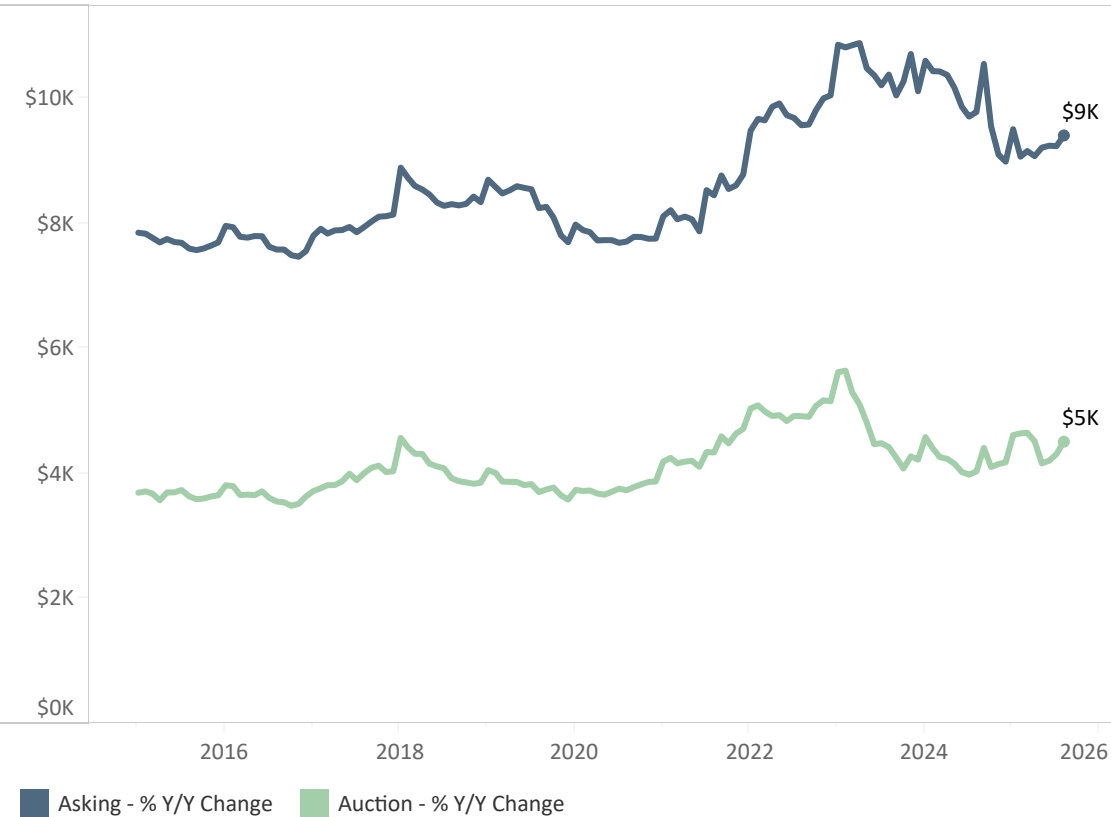


Slab Lifts

Scissor Lifts: US Used Market

Slab Lifts: Sandhills Equipment Value Index (EVI)

Asking vs Auction EVI



Asking vs Auction EVI Y/Y Variance

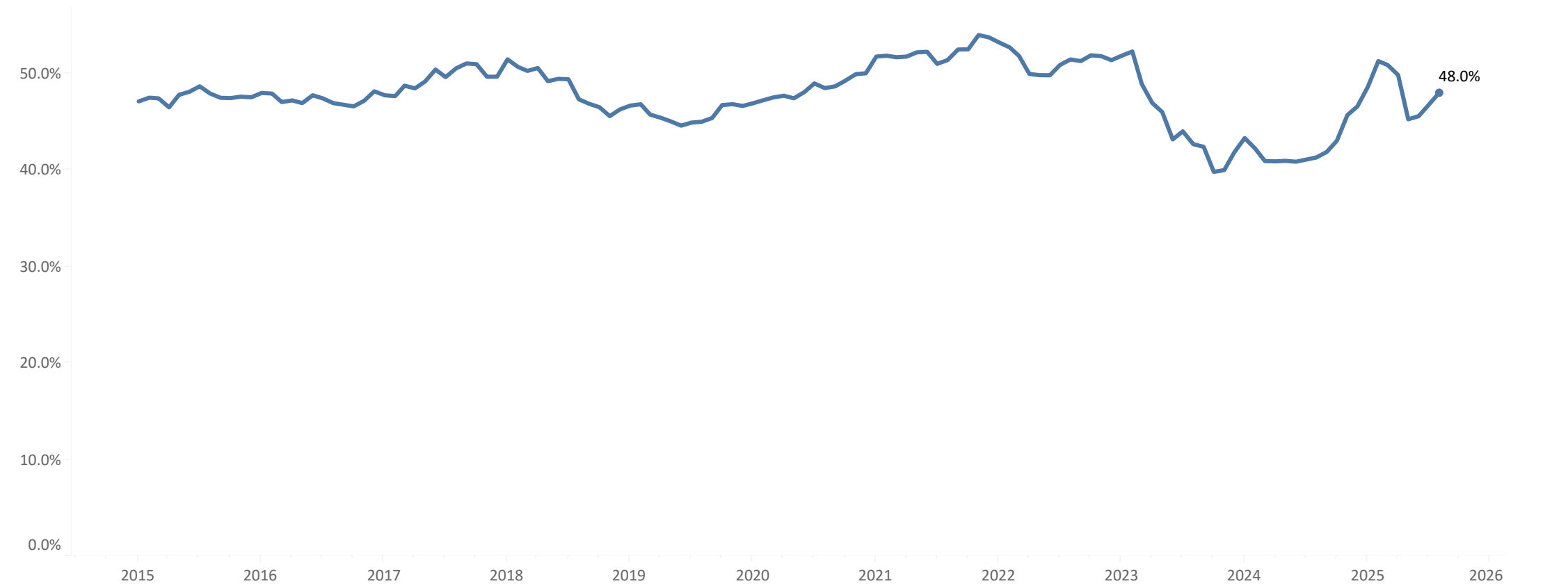


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Scissor Lifts: US Used Market

Slab Lifts: Sandhills Equipment Value Index (EVI) Auction/Asking Ratio



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Scissor Lifts: US Used Market

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



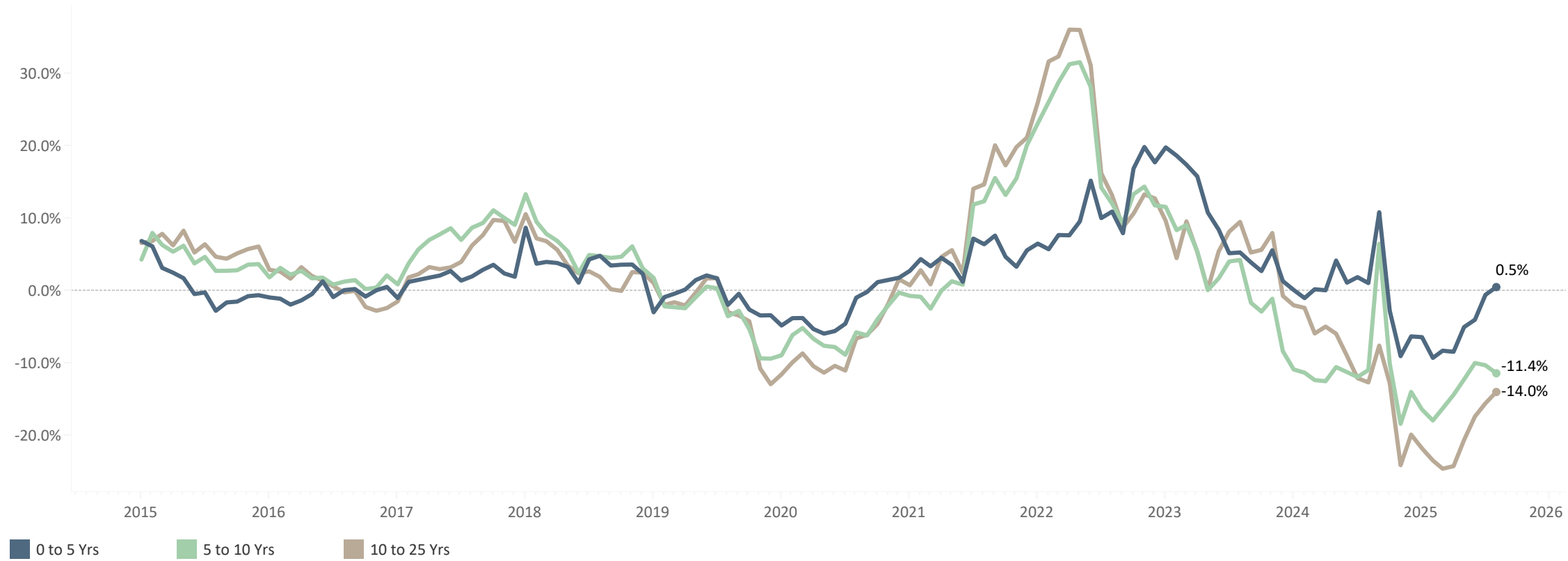
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Scissor Lifts: US Used Market

Slab Lifts: Asking EVI By Age Group

Asking EVI Y/Y Variance, Age Group

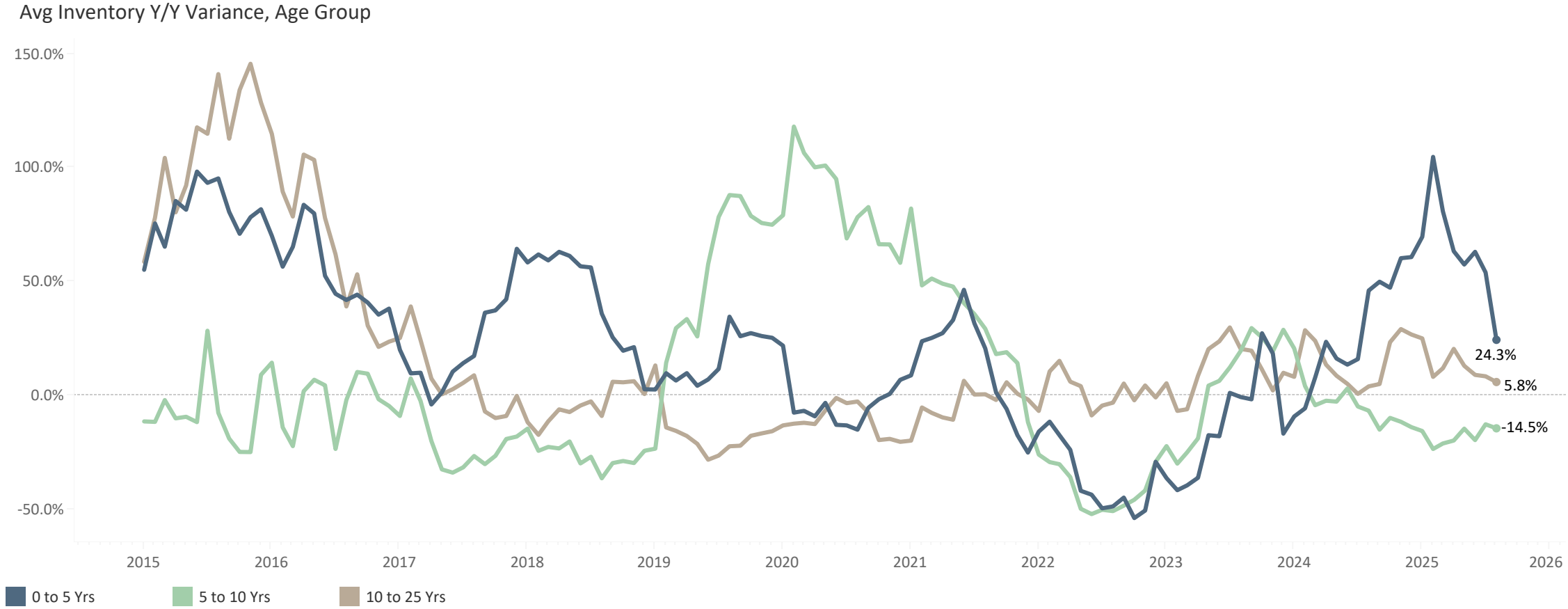


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Scissor Lifts: US Used Market

Slab Lifts: Inventory By Age Group



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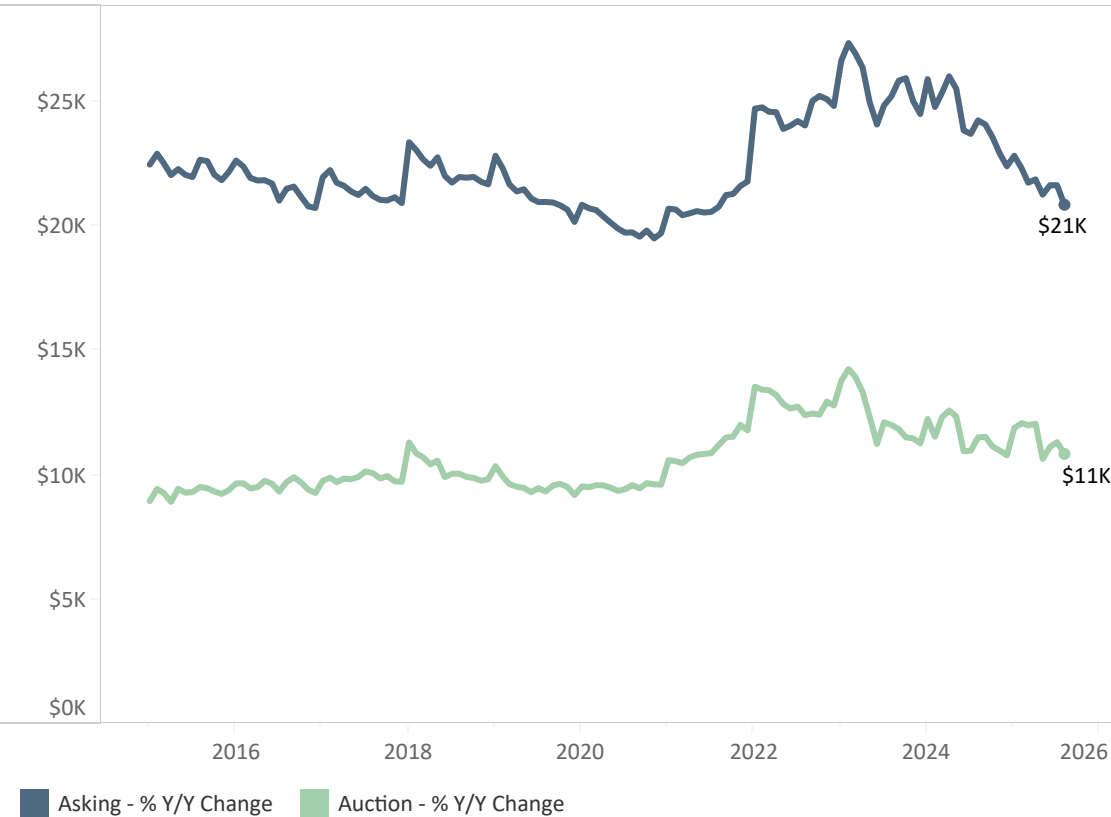


Rough Terrain Lifts

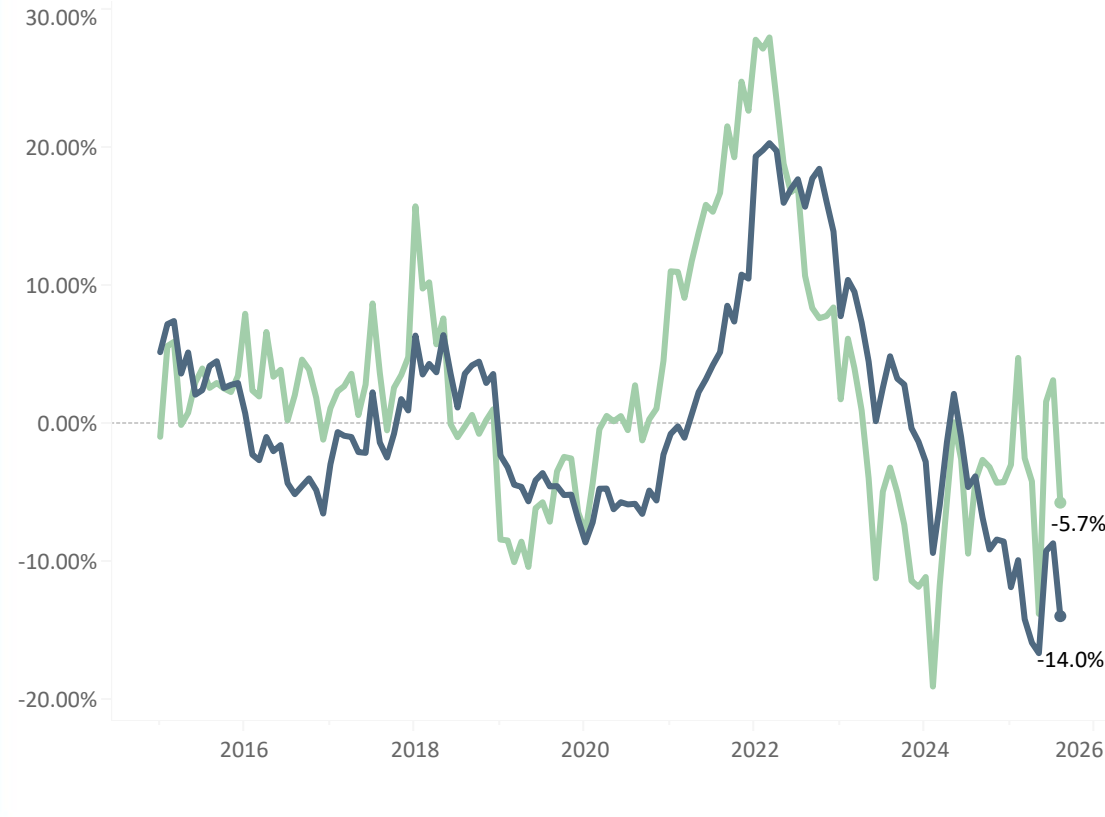
Scissor Lifts: US Used Market

Rough Terrain Lifts: Sandhills Equipment Value Index (EVI)

Asking vs Auction EVI



Asking vs Auction EVI Y/Y Variance

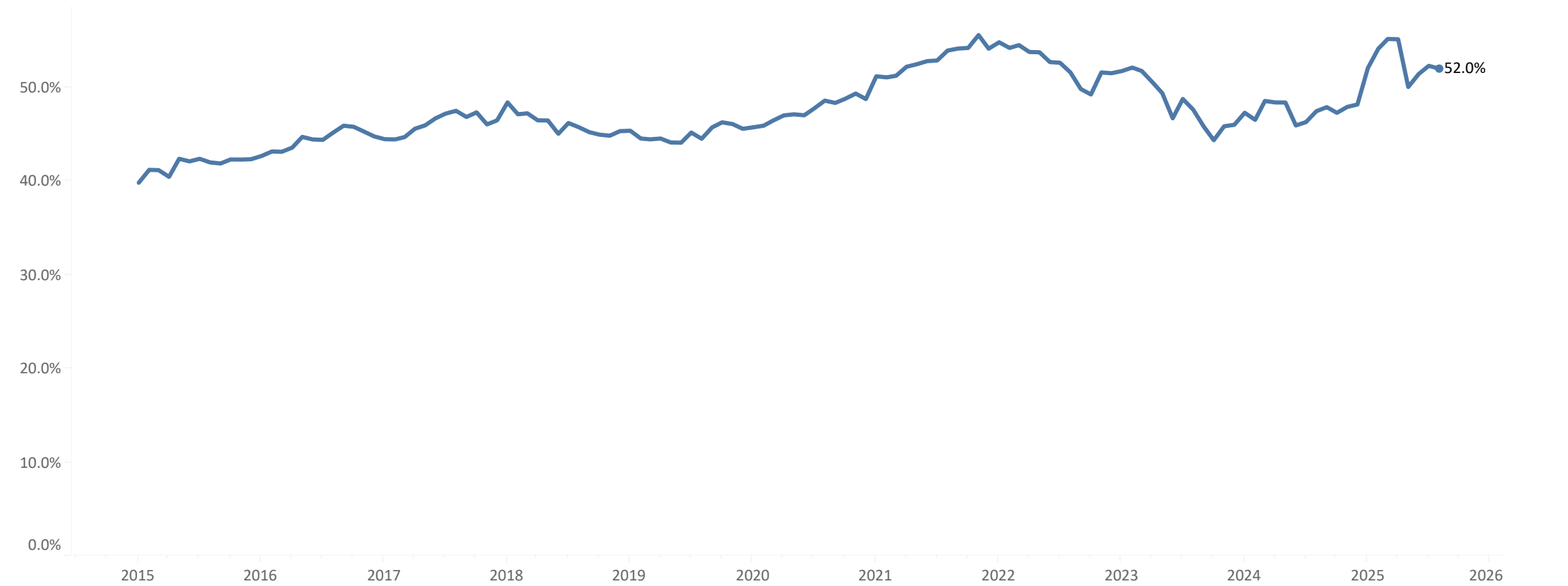


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Scissor Lifts: US Used Market

Rough Terrain Lifts: Sandhills Equipment Value Index (EVI) Auction/Asking Ratio



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Scissor Lifts: US Used Market

Rough Terrain Lifts: Sandhills Equipment Value Index (EVI) Per Hour Y/Y Variance



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Scissor Lifts: US Used Market

Rough Terrain Lifts: Asking EVI By Age Group

Asking EVI Y/Y Variance, Age Group



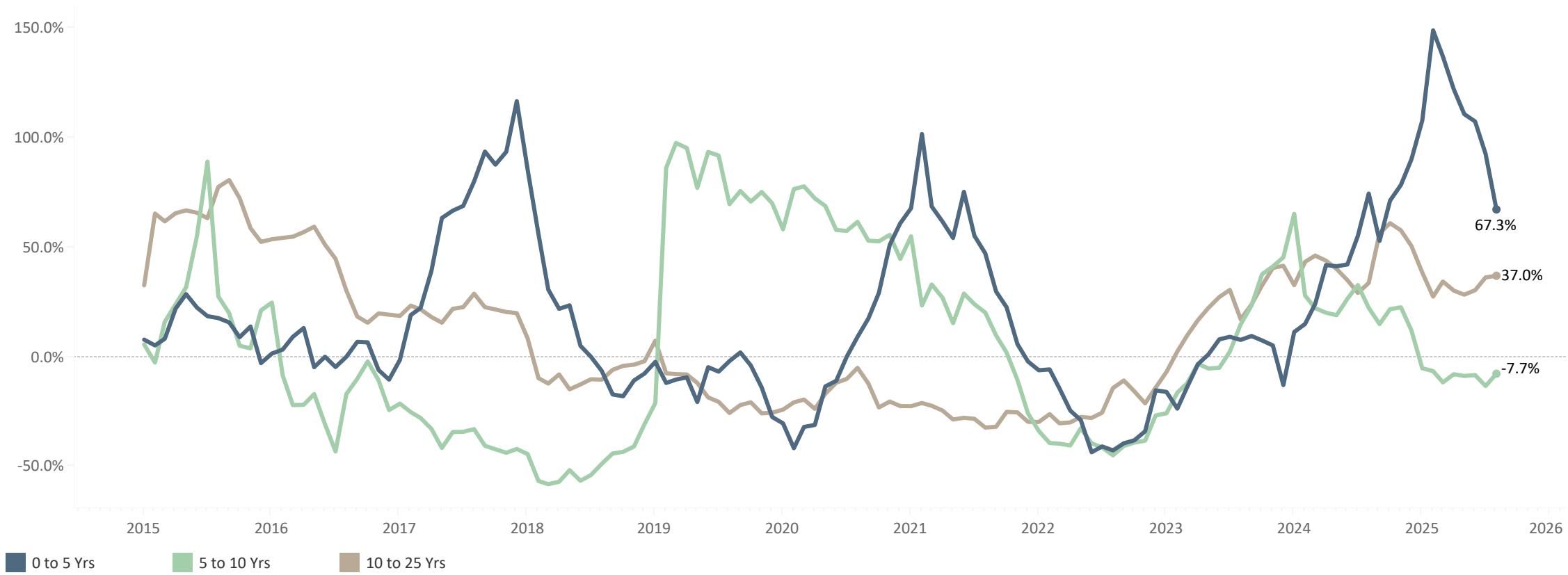
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Scissor Lifts: US Used Market

Rough Terrain: 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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IF YOU WOULD LIKE ANY ADDITIONAL DATA PLEASE

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