

November, 2023

Sleeper Trucks

Class 8: US Used Market



Class 8: US Used Market

Used Market: For Sale Listings



Top Manufacturers:

November		October	
FREIGHTLINER	\$455.1M	FREIGHTLINER	\$498.3M
KENWORTH	\$254.9M	KENWORTH	\$262.5M
PETERBILT	\$248.3M	PETERBILT	\$259.1M
INTERNATIONAL	\$155.9M	INTERNATIONAL	\$159.6M
VOLVO	\$122.8M	VOLVO	\$125.6M
MACK	\$19.2M	MACK	\$18.7M
Grand Total	\$1,256.2M	Grand Total	\$1,323.7M

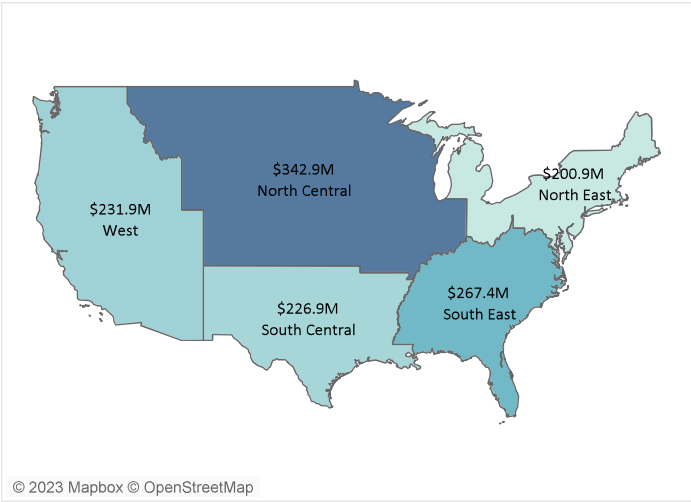
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Used Market: US Regional Metrics

For Sale by Region



	Region					Grand Total
	North Central	North East	South Central	South East	West	
Asking EVI	\$52K	\$49K	\$52K	\$49K	\$56K	\$51K
Auction EVI	\$34K	\$31K	\$33K	\$31K	\$37K	\$33K
Sleepers on Truckpaper.com	5,627	3,533	3,896	5,085	3,594	21,735
Sold Units	1,587	704	949	1,117	872	5,229
% Inventory sold	28.2%	19.9%	24.4%	22.0%	24.3%	24.1%
Asking - % Y/Y Change	-29.3%	-25.5%	-26.1%	-28.3%	-23.7%	-27.0%
Asking - % M/M Change	-4.2%	-4.8%	-2.1%	-4.5%	-1.7%	-3.6%
Auction - % Y/Y Change	-30.0%	-27.3%	-27.5%	-30.5%	-23.6%	-28.2%
Auction - % M/M Change	0.2%	-0.6%	2.5%	-0.3%	3.3%	0.9%
Inventory - % Y/ Y Change	26.4%	30.9%	27.2%	28.8%	28.4%	28.2%
Inventory - % M/M Change	-3.1%	0.1%	0.2%	-3.1%	-2.7%	-2.0%
For Sale - % M/M Change	-5.6%	-3.0%	-2.5%	-7.9%	-5.0%	-5.0%

** West Region also includes Alaska & Hawaii

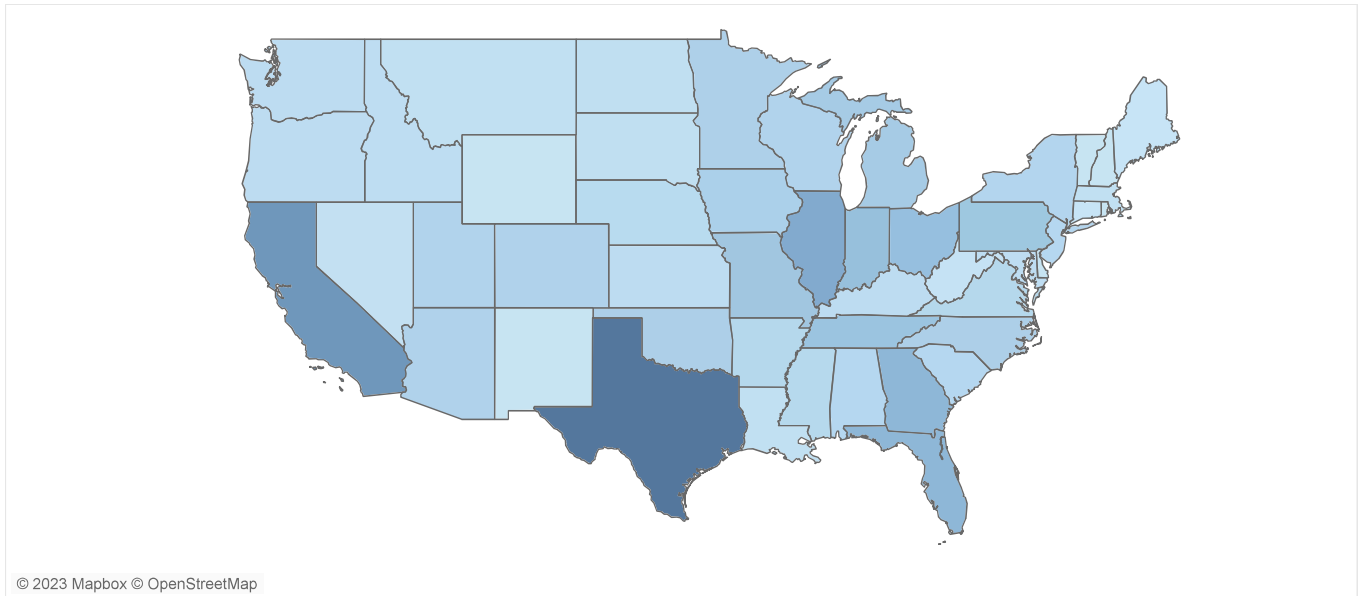
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Inventory By State



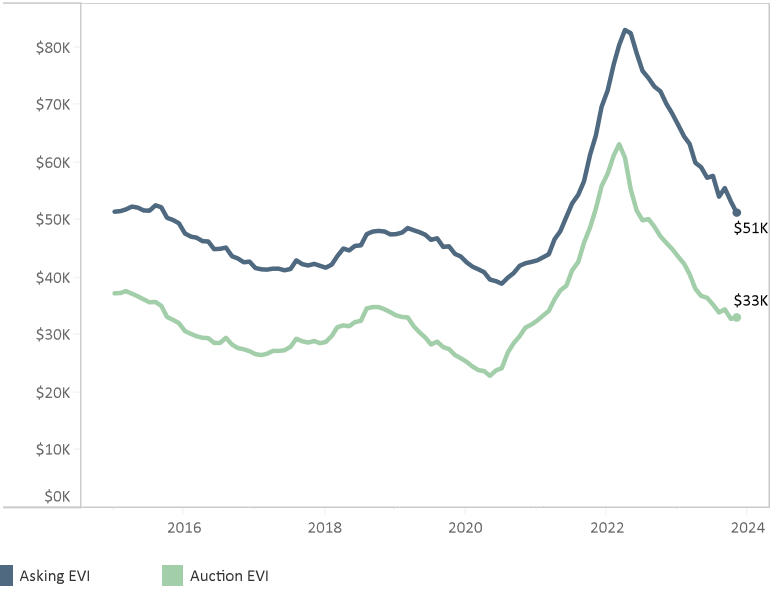
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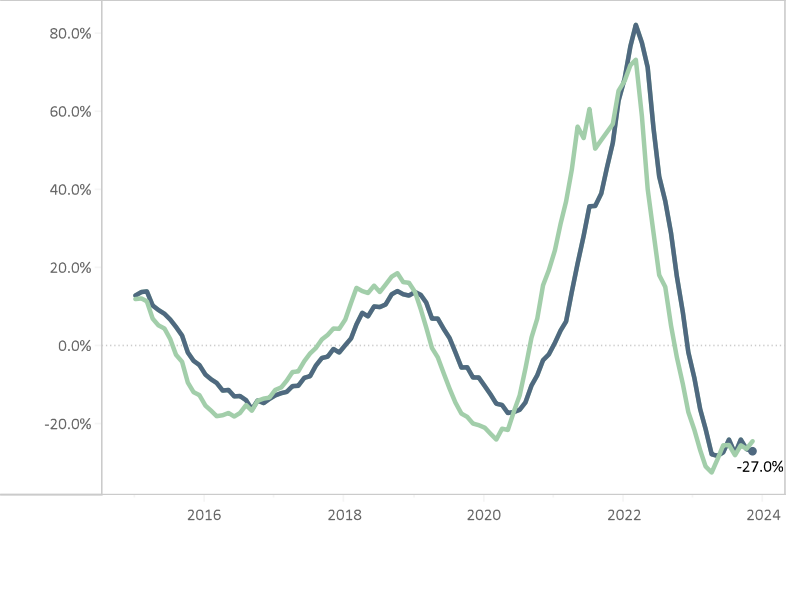
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Sandhills Equipment Value Index (EVI)

Asking vs Auction EVI



Asking vs Auction EVI Y/Y Variance



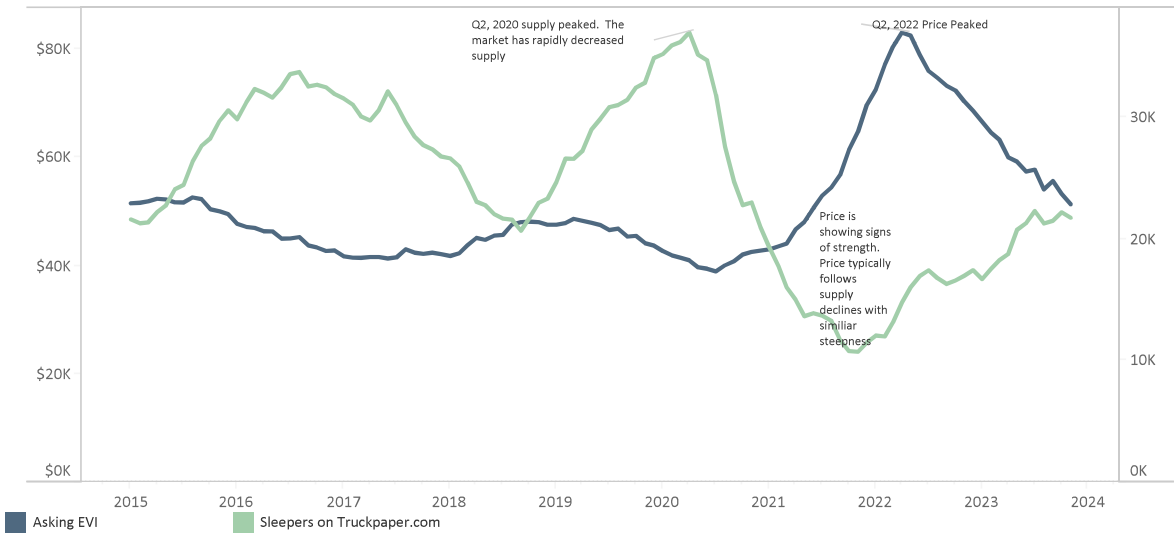
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Sandhills Equipment Value Index (EVI) & Inventory Trend

Asking EVI & Inventory Trend



- Sleeper Truck Inventory -2.0% M/M with the Asking EVI -3.6% M/M.

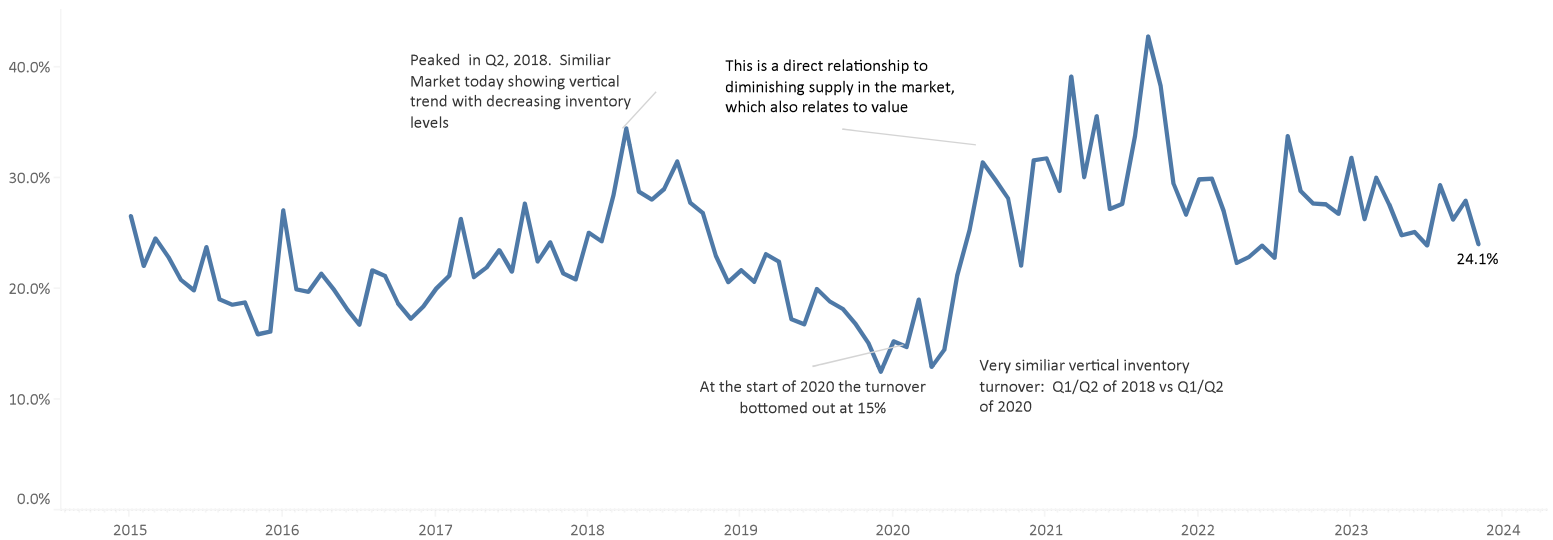
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% of Inventory Sold (Inventory Turnover)

Sleeper Truck % of Inventory Sold (Inventory Turnover)



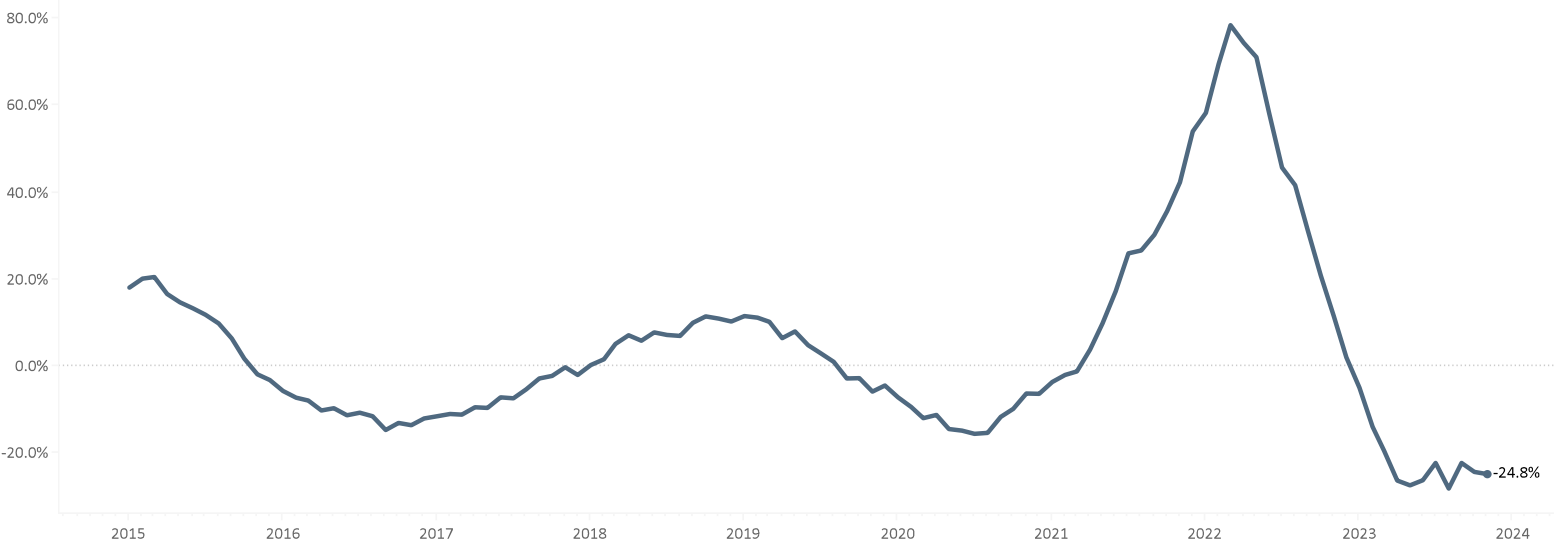
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Sandhills Equipment Value Index (EVI) Per Mile Y/Y Variance

Asking EVI Per Mile Y/Y Variance



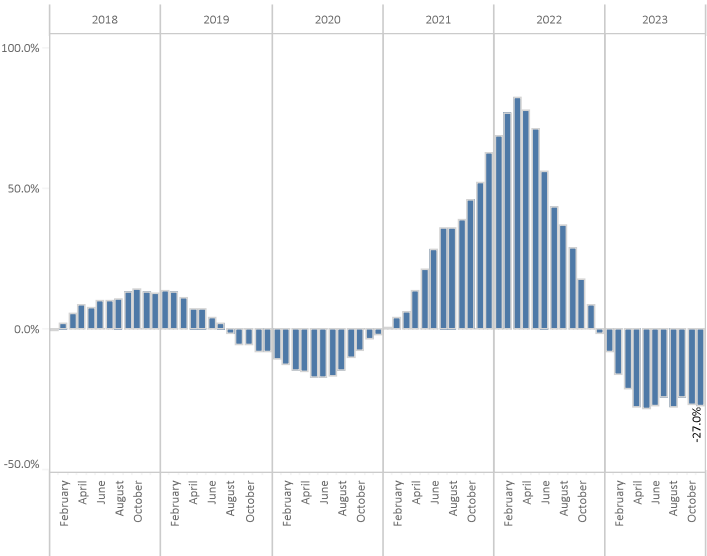
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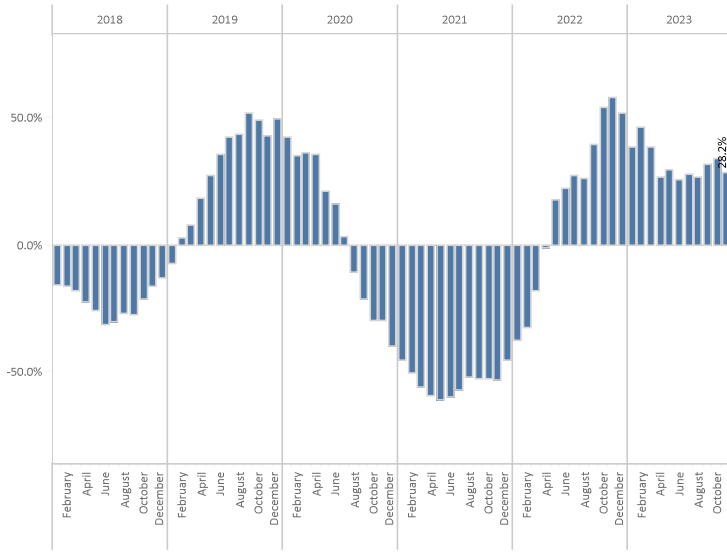
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Year over Year Variance

Asking EVI Y/Y Variance



Inventory Y/Y Variance



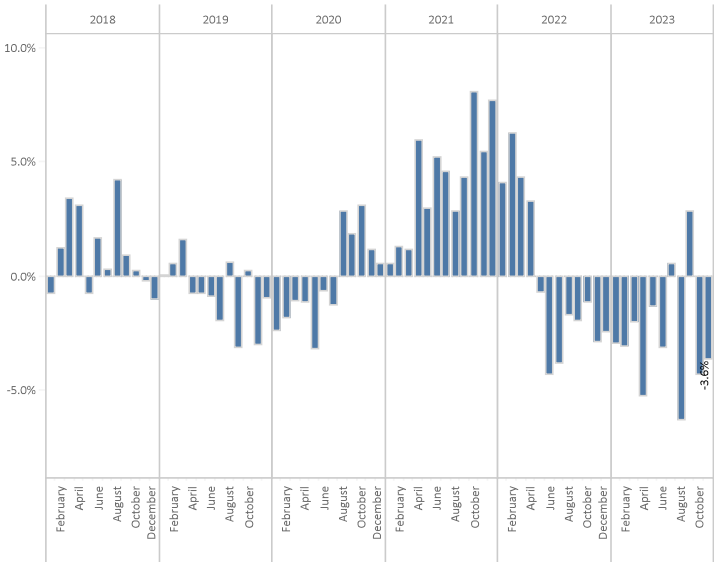
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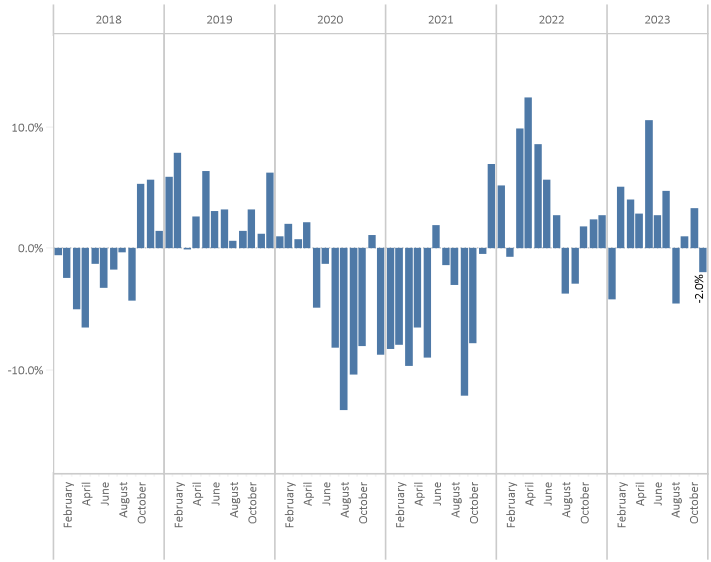
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Month over Month Variance

Asking EVI M/M Variance



Inventory M/M Variance

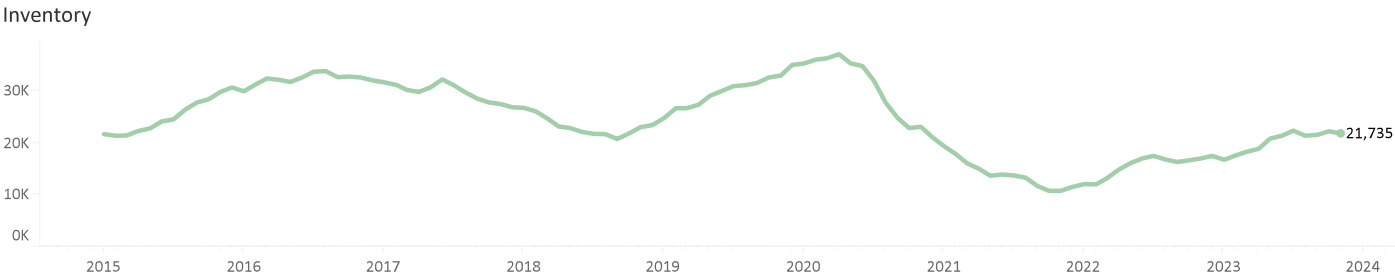


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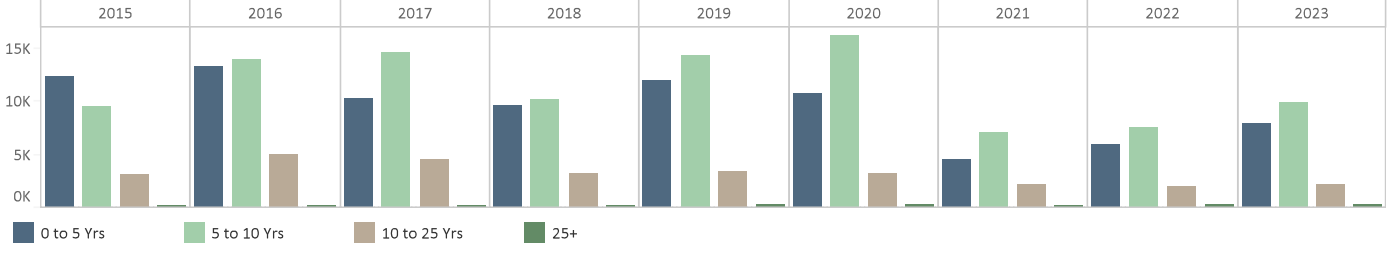
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Inventory By Age Group



- Y/Y inventory 28.2% with the 5 to 10 year age group making up the largest age group in terms of volume

Avg Inventory By Age

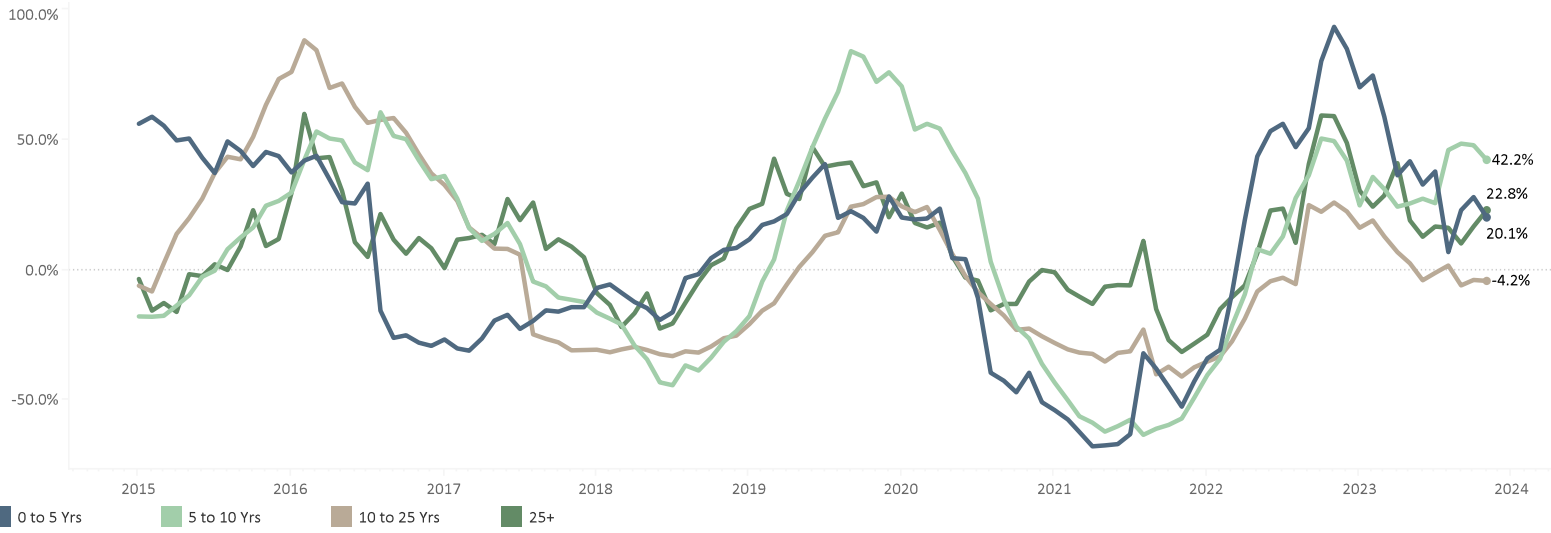


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Class 8: US Used Market Inventory By Age Group

Avg Inventory Y/Y Variance, Age Group



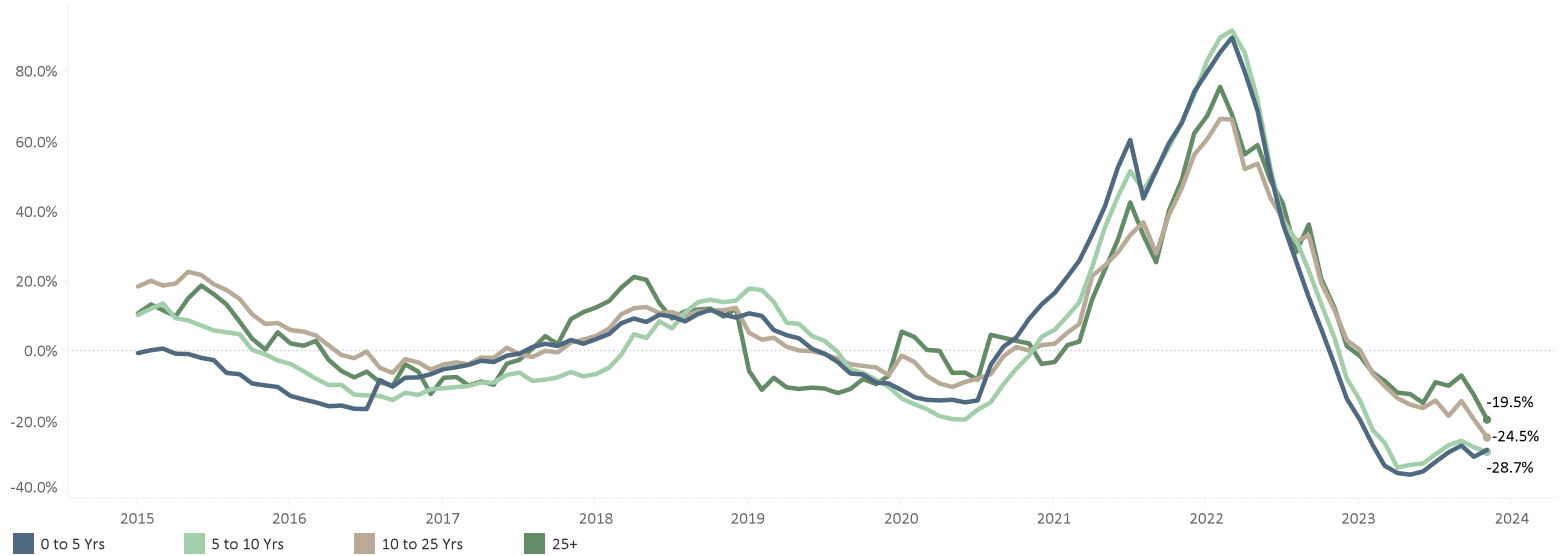
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Asking EVI By Age Group

Asking EVI Y/Y Variance, Age Group

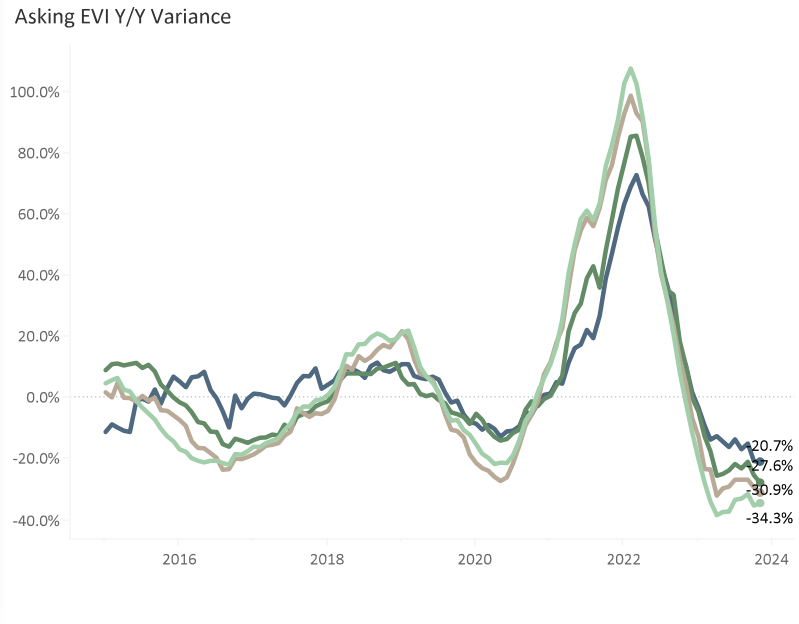
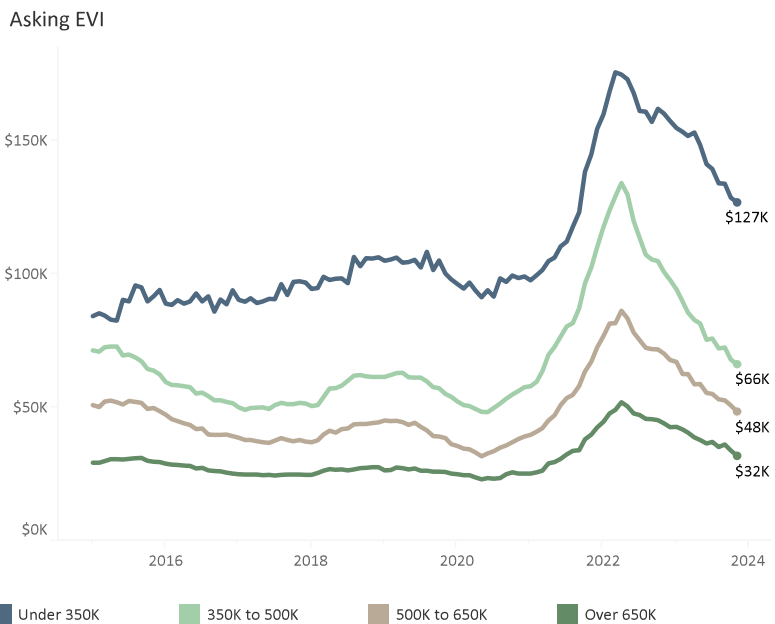


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Class 8: US Used Market - Under 25 Years Old

Asking EVI by Mileage Group

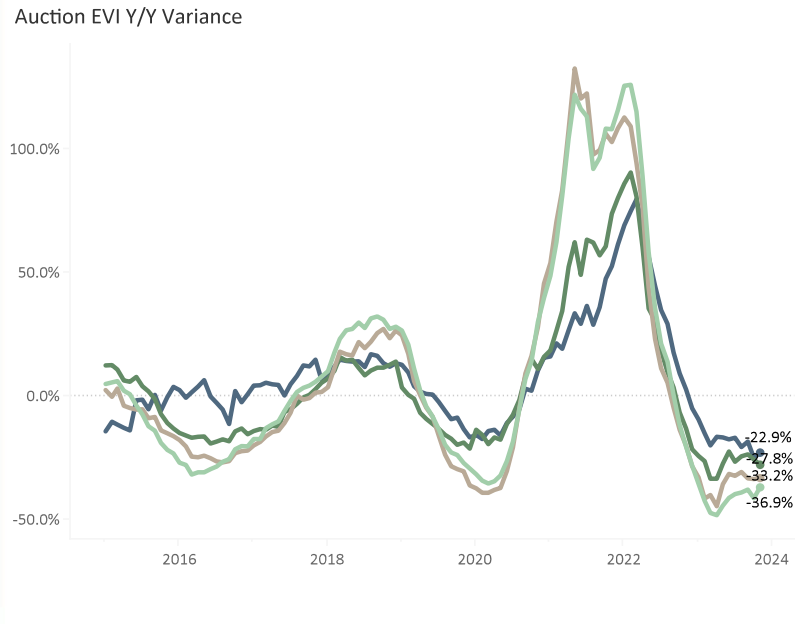
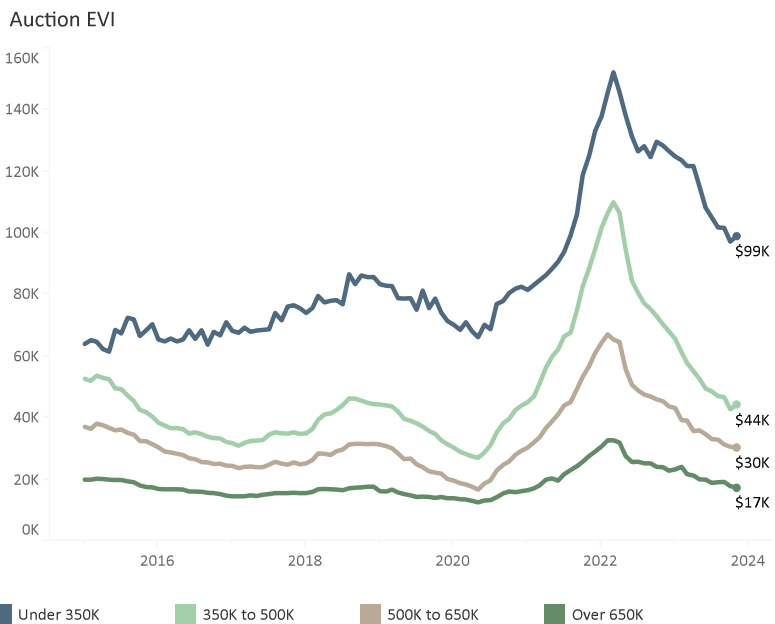


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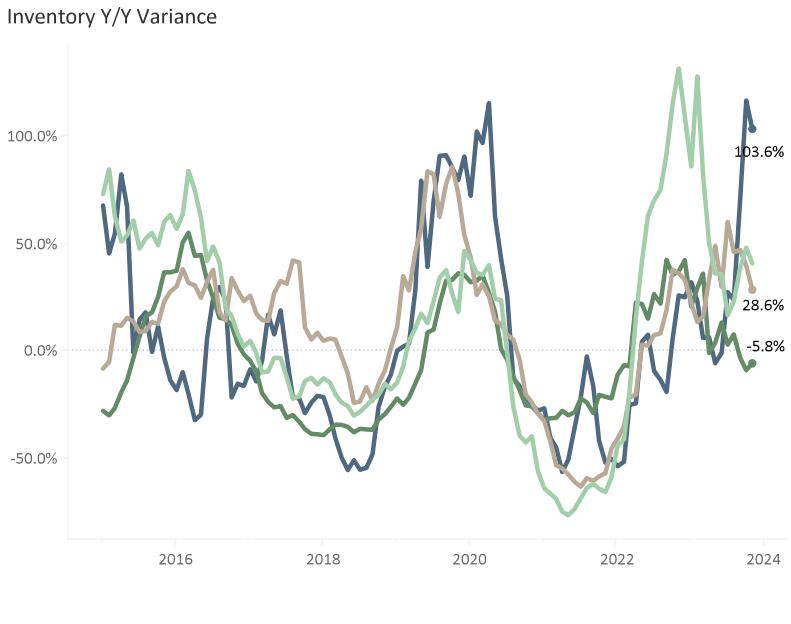
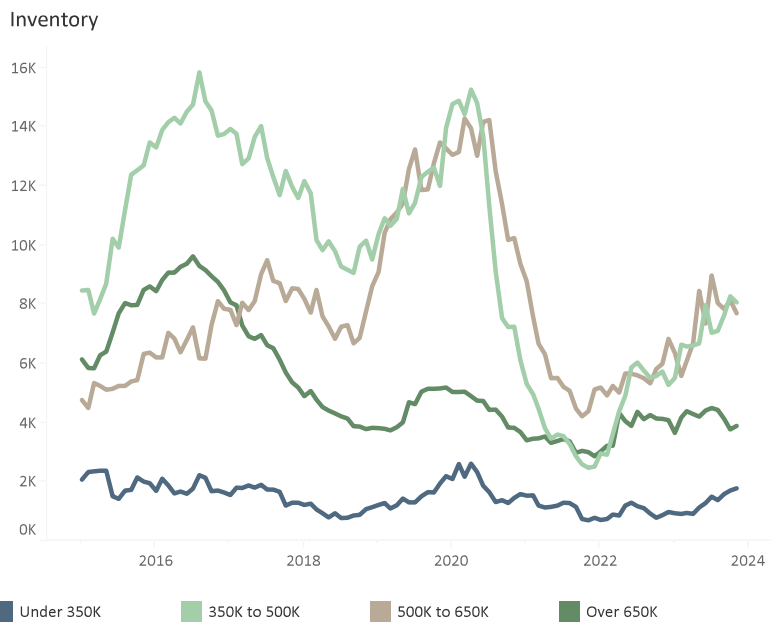
Auction EVI by Mileage Group



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Class 8: US Used Market - Under 25 Years Old Inventory by Mileage Group

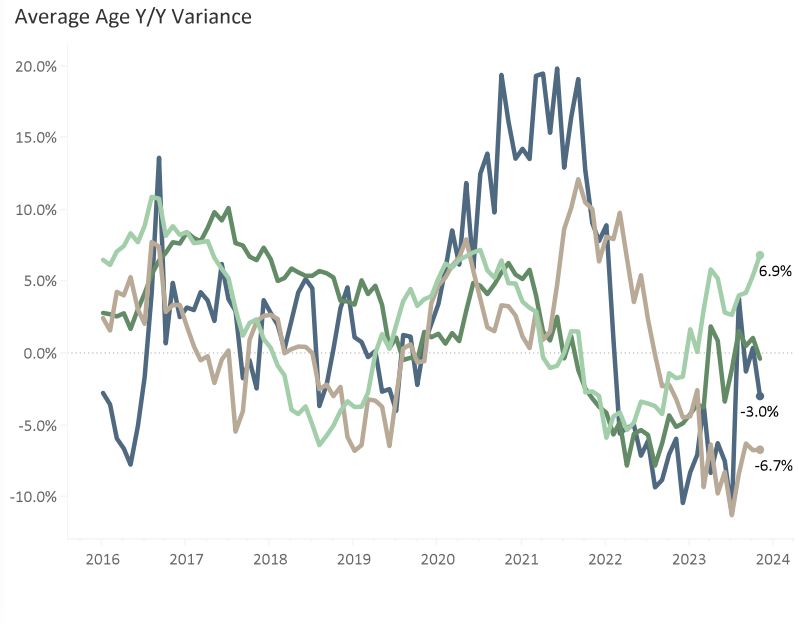
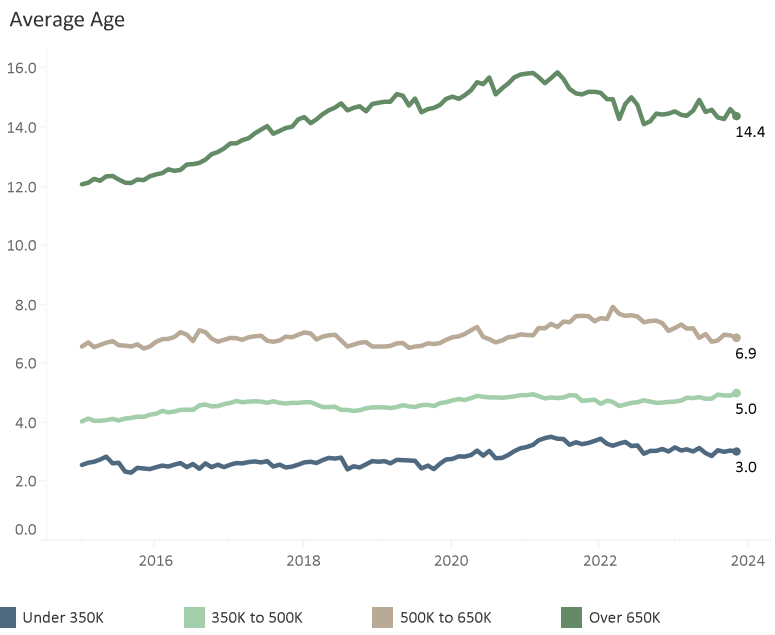


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Class 8: US Used Market - Under 25 Years Old

Average Age by Mileage Group

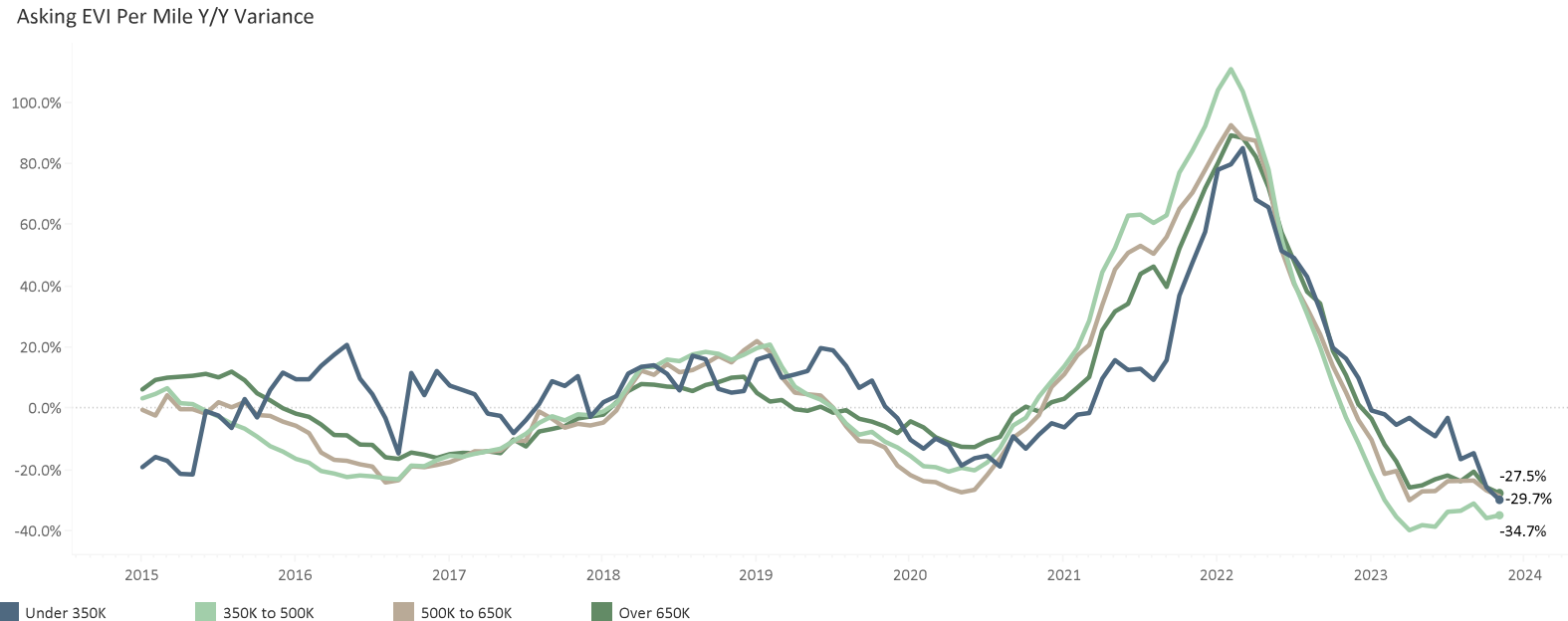


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Asking EVI Per Mile Y/Y Variance by Mileage Group



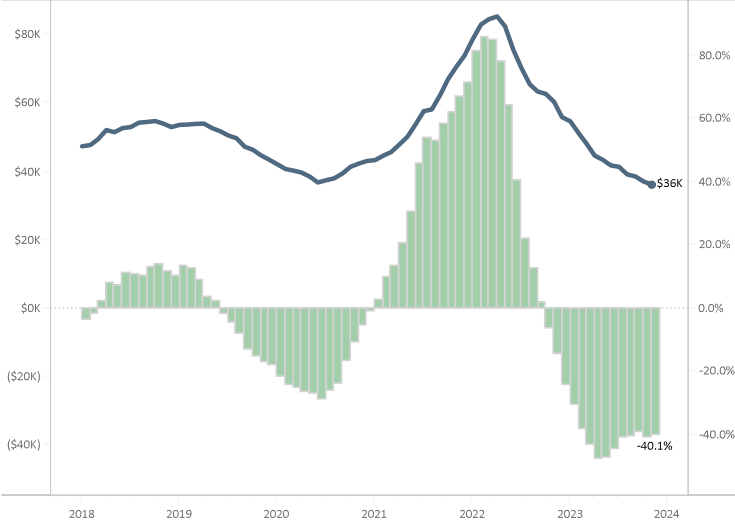
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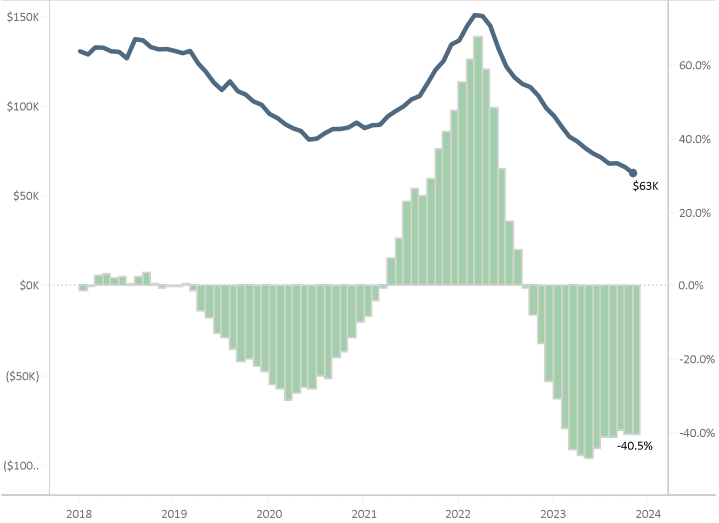
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Model Group Comparisons

Freightliner Cascadia 125



Freightliner Cascadia 126



Asking EVI Asking - % Y/Y Change

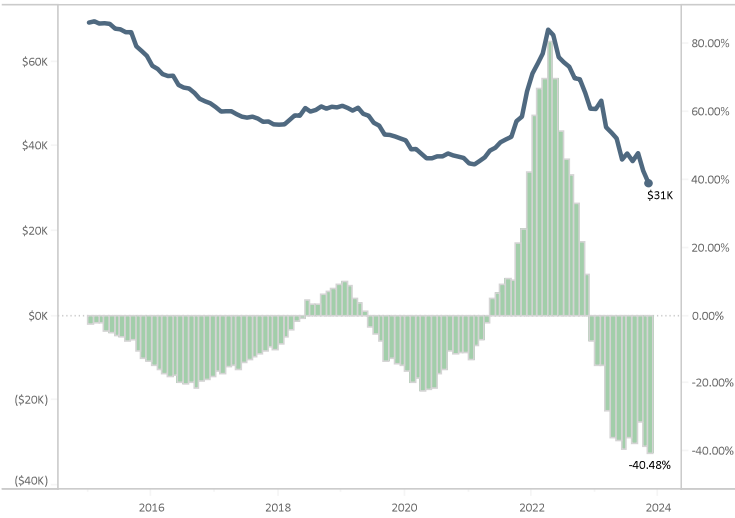
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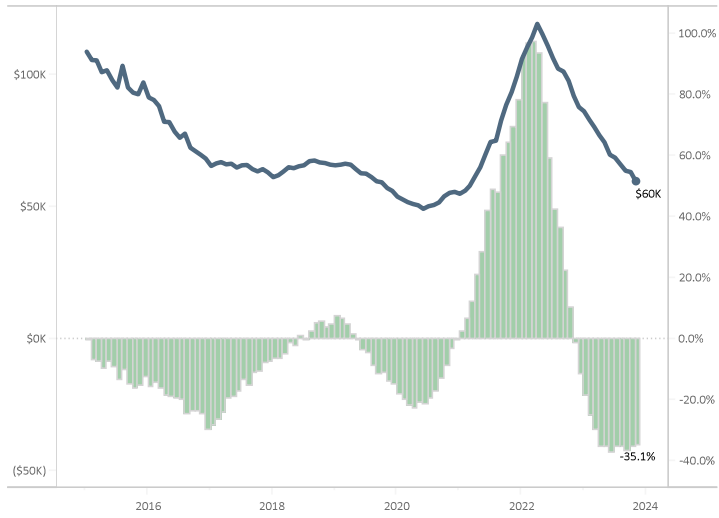
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Model Group Comparisons

Kenworth T660



Kenworth T680



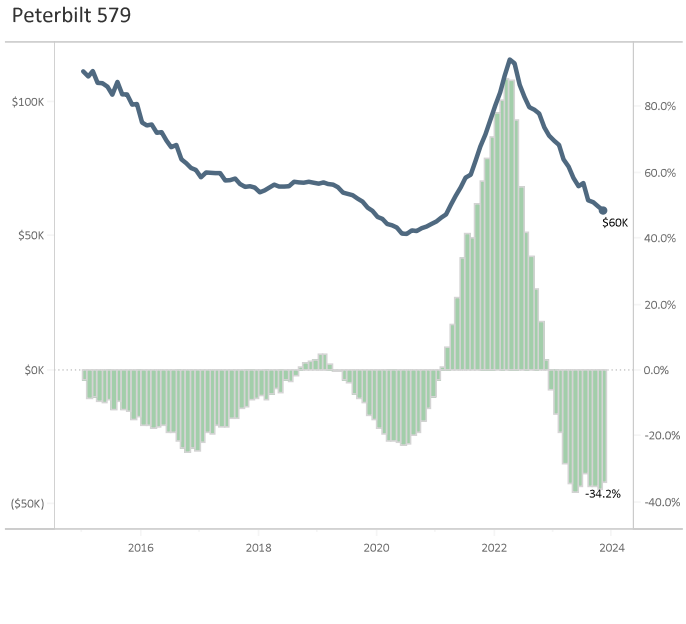
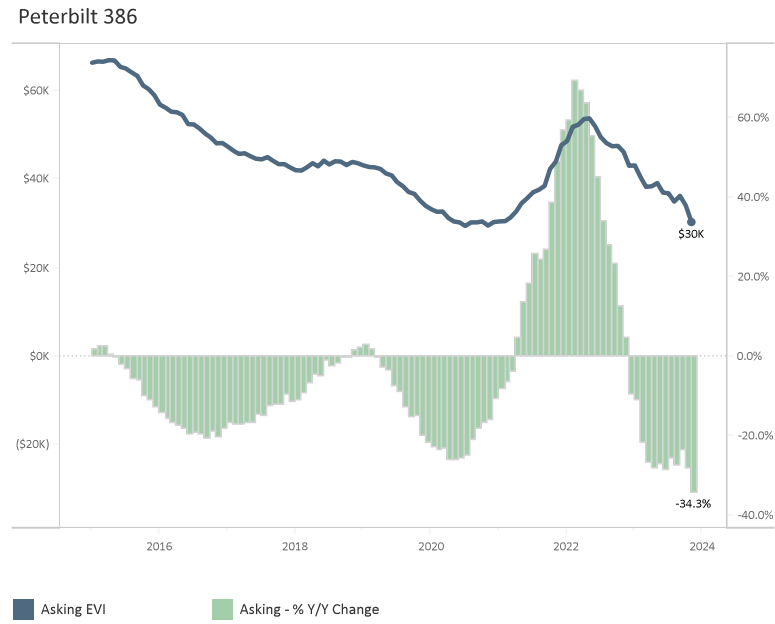
Asking EVI Asking - % Y/Y Change

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Model Group Comparisons



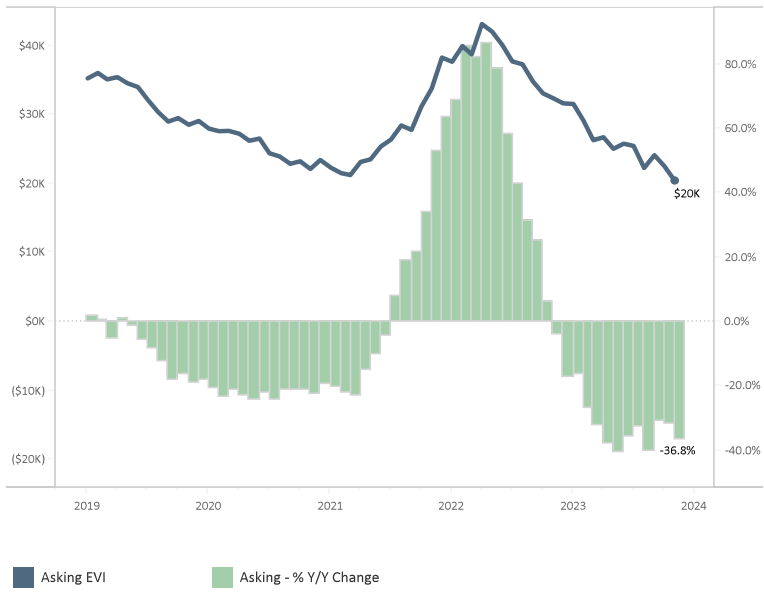
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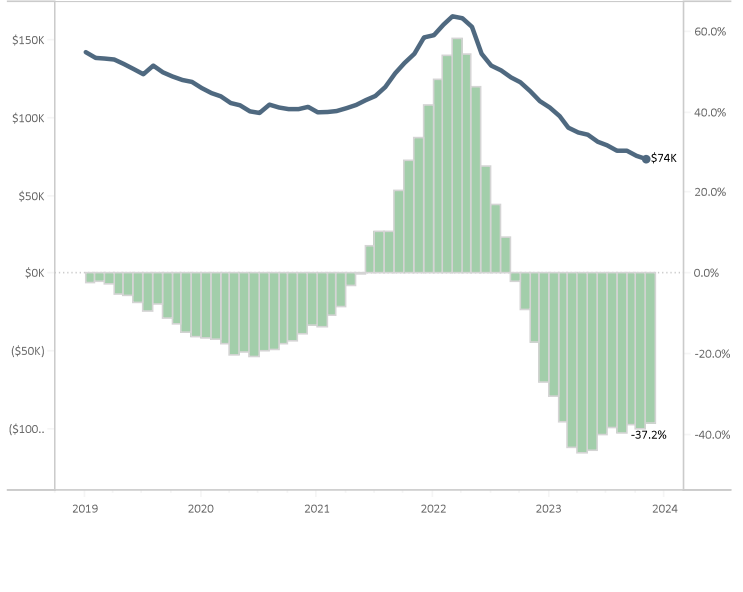
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Model Group Comparisons

Volvo VNL 670/780



Volvo VNL 760/860



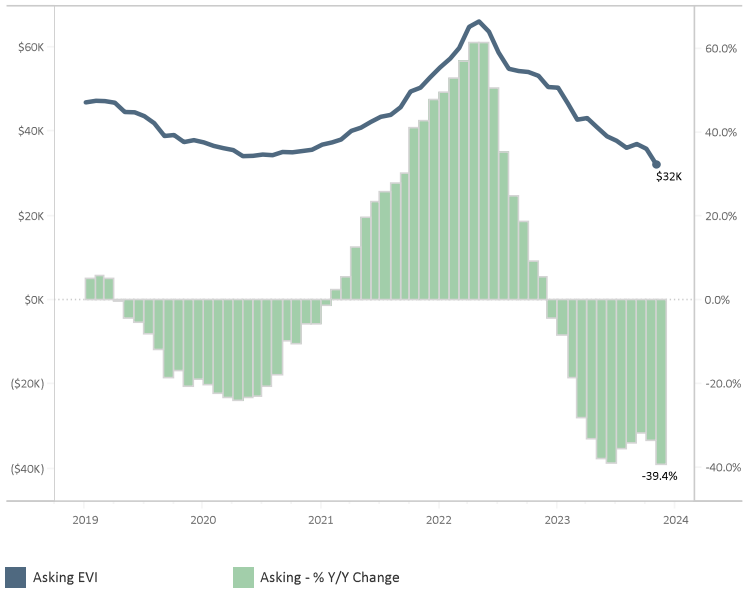
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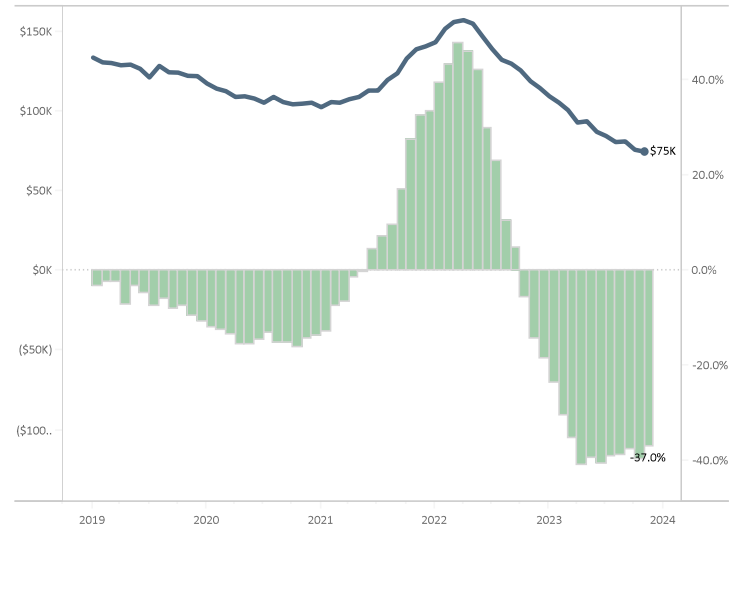
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Model Group Comparisons

Mack Pinnacle CHU and CXU



Mack Pinnacle 64T



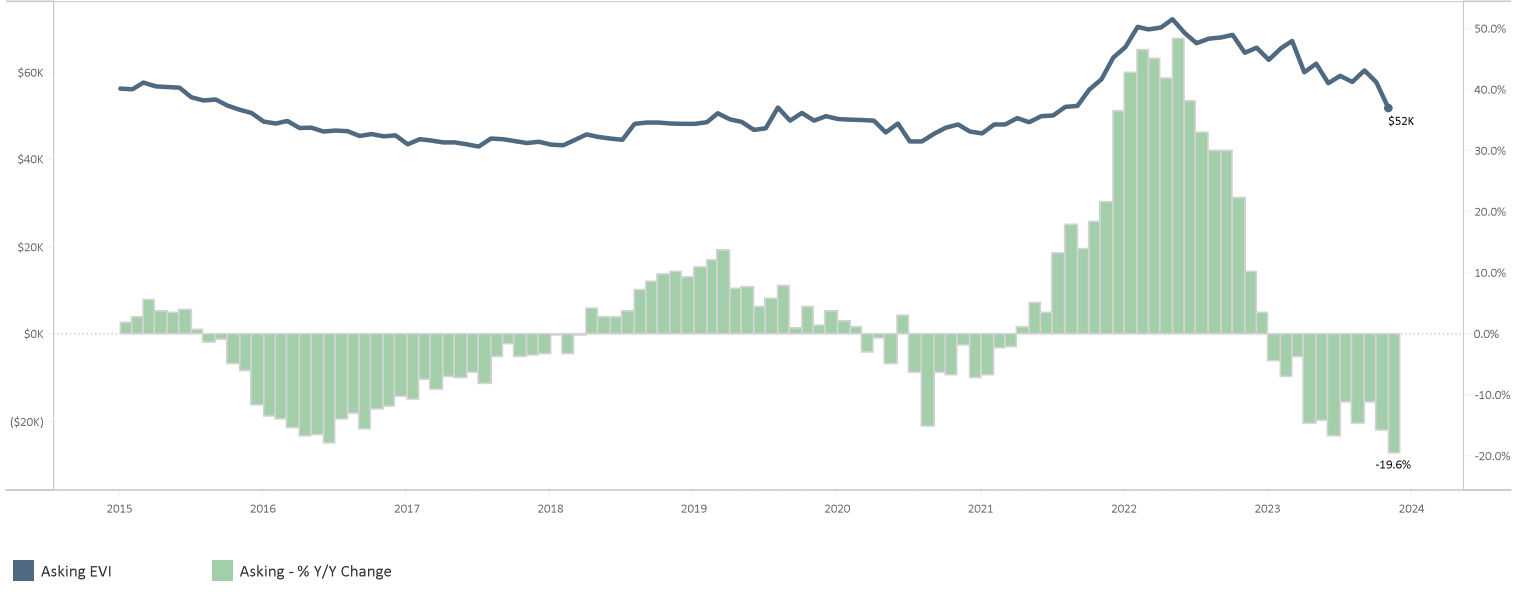
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Model Group Comparisons

Western Star 4900

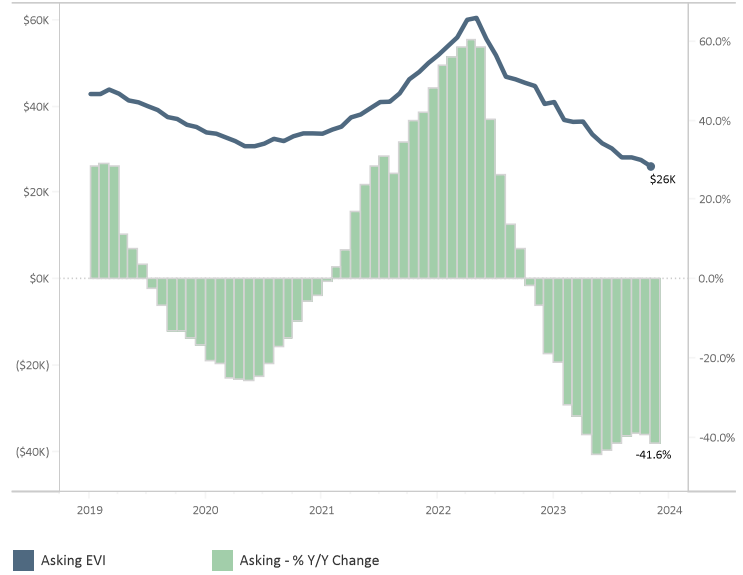


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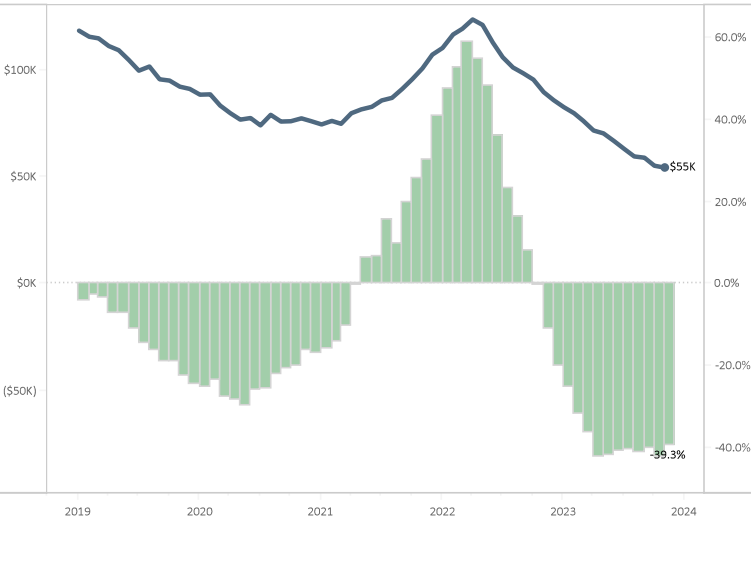


Class 8: US Used Market Model Group Comparisons

International Prostar



International LT



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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, and agricultural equipment 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 \$150 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 truckpaper.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 truckpaper.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

