



EquipmentDealers
A S S O C I A T I O N

Equipment Dealers Association Industry Trends Report Q3 2020

Brought to you in cooperation with our Regional Affiliate Members:

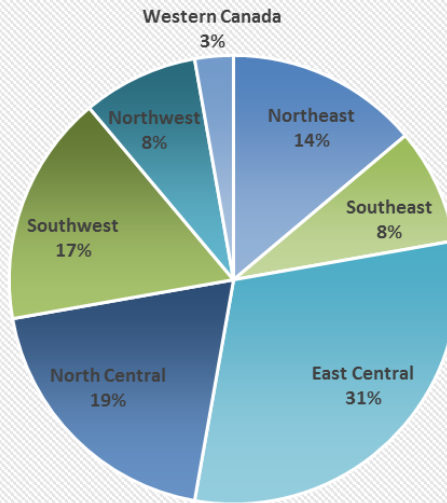


Midwest-South Eastern
EQUIPMENT DEALERS
ASSOCIATION



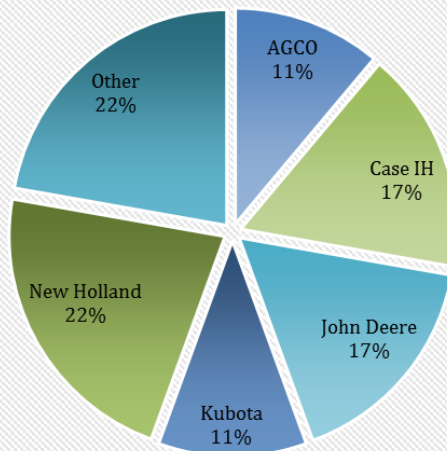
Data from All Respondents
Data Provided by North American Equipment Dealers
Industry Trends Data
Q3 2020

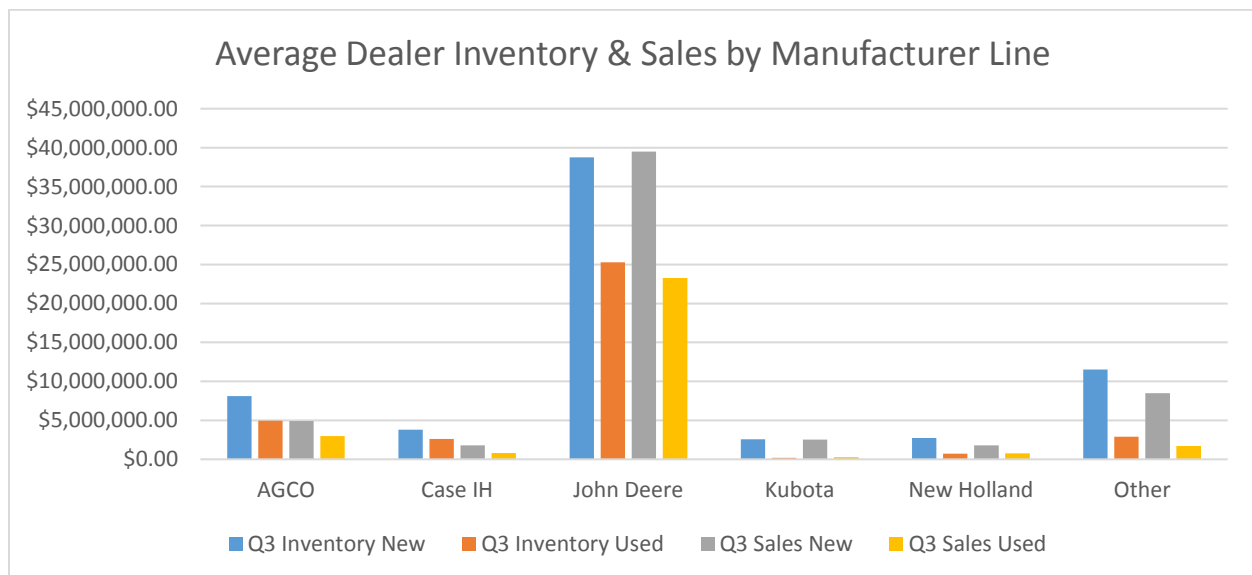
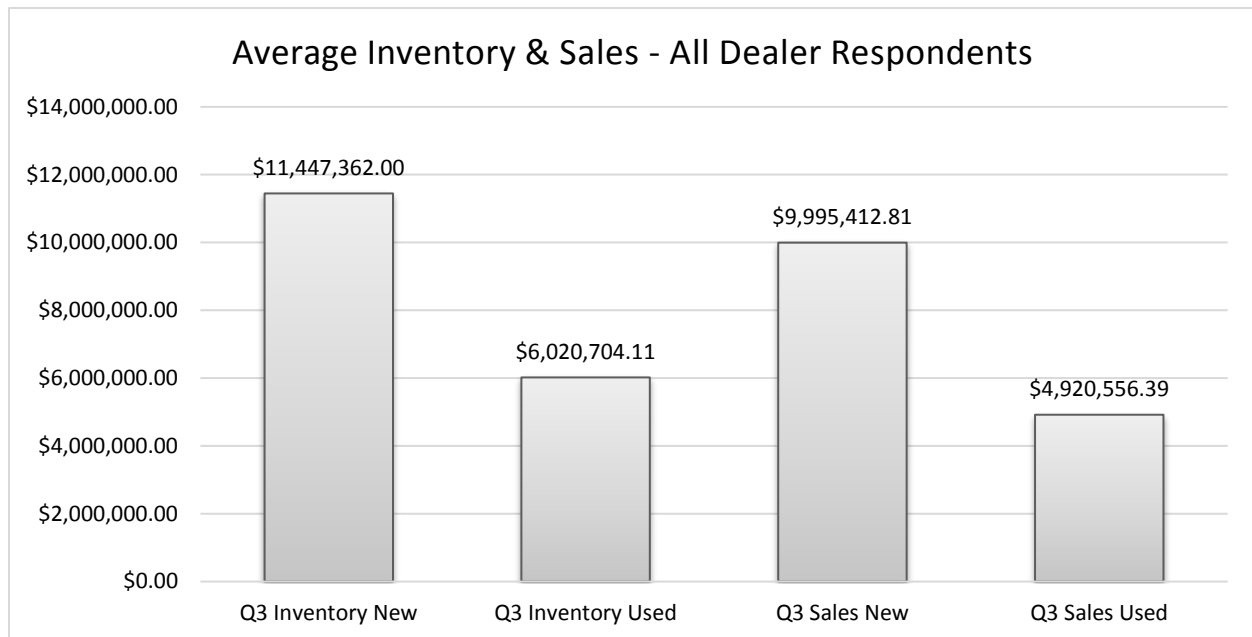
Dealer Respondents by Region



Data provided by a representative sample of North American equipment dealers.

Dealer Respondents by Main Line





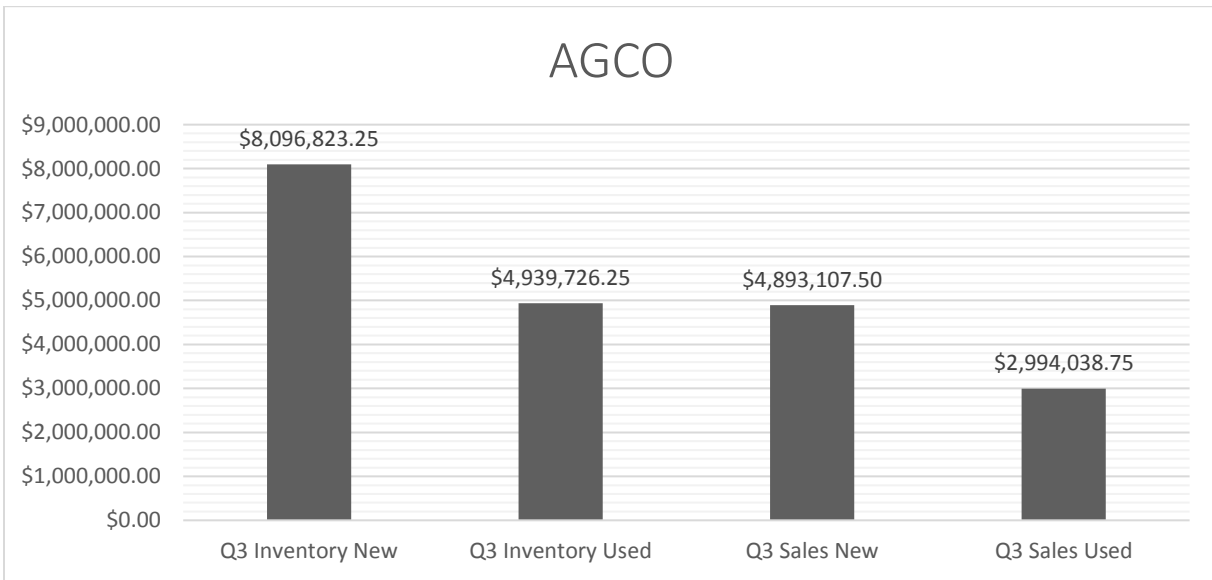
Dealer respondents self-identified by mainline. Dealer respondent data may include non-main line product inventory and sales.

Manufacturer	Q3 Inventory New	Q3 Inventory Used	Q3 Sales New	Q3 Sales Used
AGCO	\$8,096,823.25	\$4,939,726.25	\$4,893,107.50	\$2,994,038.75
Case IH	\$3,811,295.83	\$2,611,243.17	\$1,810,604.33	\$788,511.67
John Deere	\$38,764,053.17	\$25,266,045.83	\$39,489,482.67	\$23,250,905.83
Kubota	\$2,575,000.00	\$193,500.00	\$2,512,500.00	\$253,750.00
New Holland	\$2,718,137.50	\$707,476.13	\$1,810,663.63	\$769,890.00
Other	\$11,527,568.13	\$2,911,112.50	\$8,490,825.00	\$1,719,156.25

*(Sales*4)/Inventory **((Inventory/Sales)*90



Data Breakouts by Manufacturer
Data Provided by North American Equipment Dealers
Industry Trends Data
Q3 2020

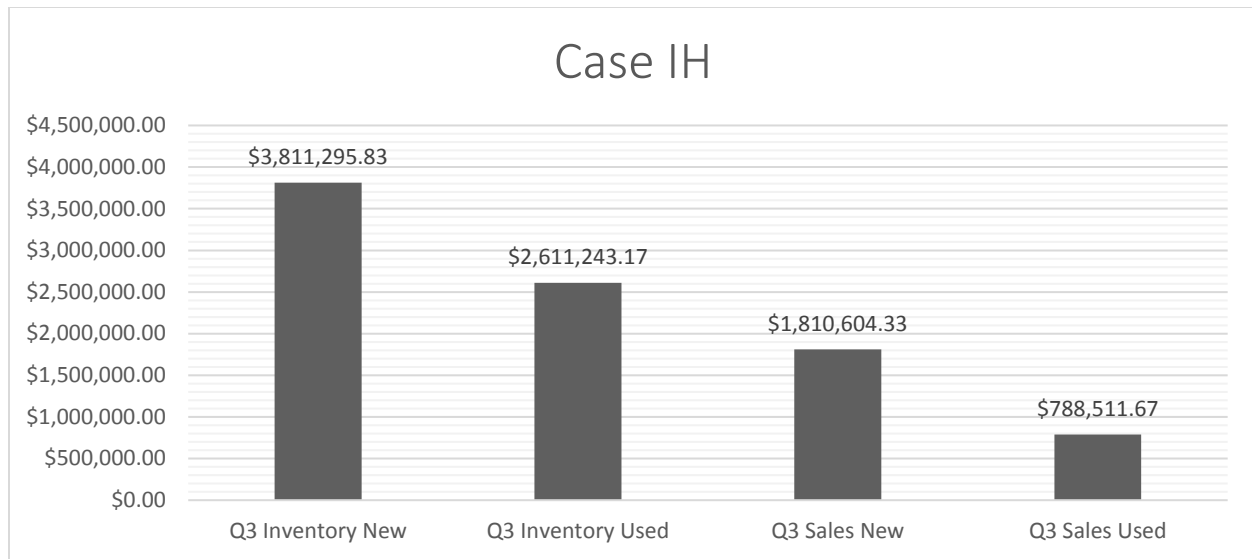


Q3 Inventory New	Q3 Inventory Used	Q3 Sales New	Q3 Sales Used	
\$8,096,823.25	\$4,939,726.25	\$4,893,107.50	\$2,994,038.75	
Turns (New)*	Turns (Used)*	Days in Inventory (New)**	Days in Inventory (Used)**	Sales Ratio (New:Used)
2.42	2.42	148.93	148.49	1.63:1

*(Sales*4)/Inventory **(Inventory/Sales)*90

Dealer respondents self-identified AGCO as their main line. Dealer respondents' data may include non-main line product inventory and sales.



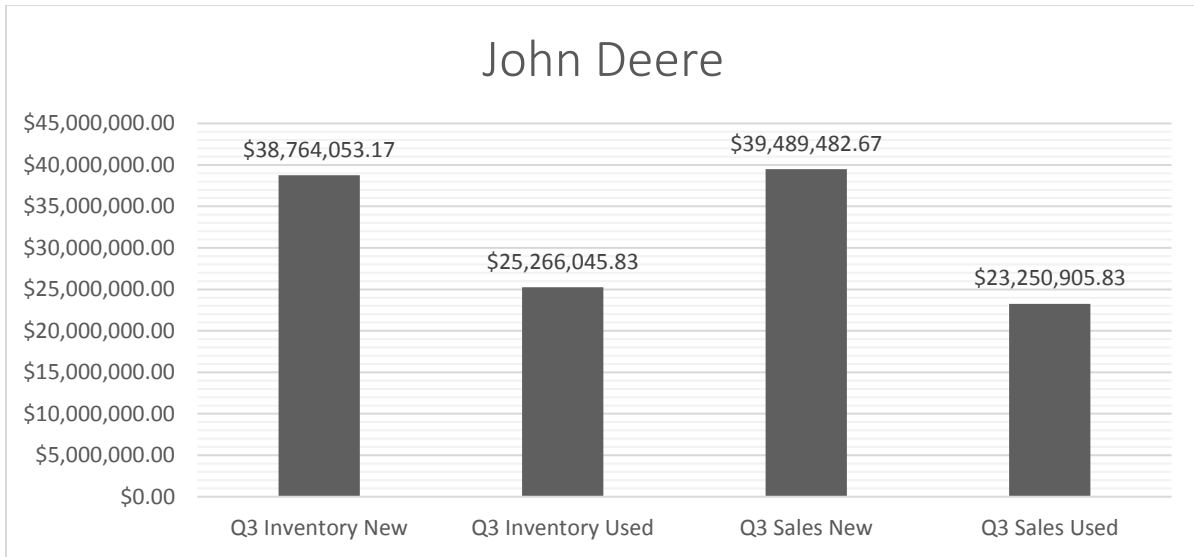


Q3 Inventory New	Q3 Inventory Used	Q3 Sales New	Q3 Sales Used	
\$3,811,295.83	\$2,611,243.17	\$1,810,604.33	\$788,511.67	
Turns (New)*	Turns (Used)*	Days in Inventory (New)**	Days in Inventory (Used)**	Sales Ratio (New:Used)
1.90	1.21	189.45	298.04	2.3:1

*(Sales*4)/Inventory **(Inventory/Sales)*90

Dealer respondents self-identified Case IH as their main line. Dealer respondents' data may include non-main line product inventory and sales.



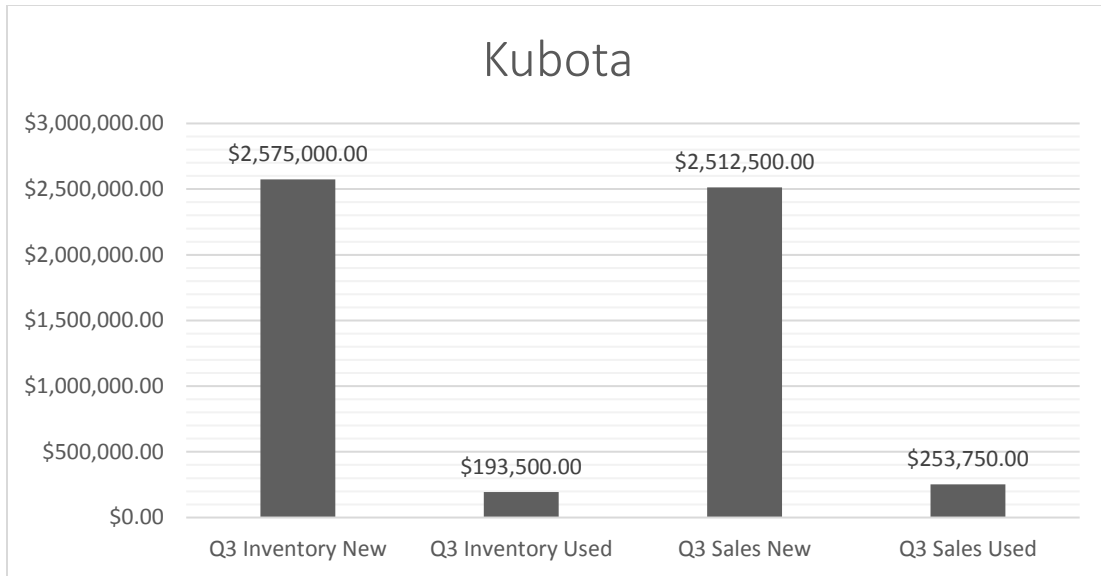


Q3 Inventory New	Q3 Inventory Used	Q3 Sales New	Q3 Sales Used	
\$38,764,053.17	\$25,266,045.83	\$39,489,482.67	\$23,250,905.83	
Turns (New)*	Turns (Used)*	Days in Inventory (New)**	Days in Inventory (Used)**	Sales Ratio (New:Used)
4.07	3.68	88.35	97.80	1.7:1

*(Sales*4)/Inventory **(Inventory/Sales)*90

Dealer respondents self-identified John Deere as their main line. Dealer respondents' data may include non-main line product inventory and sales.



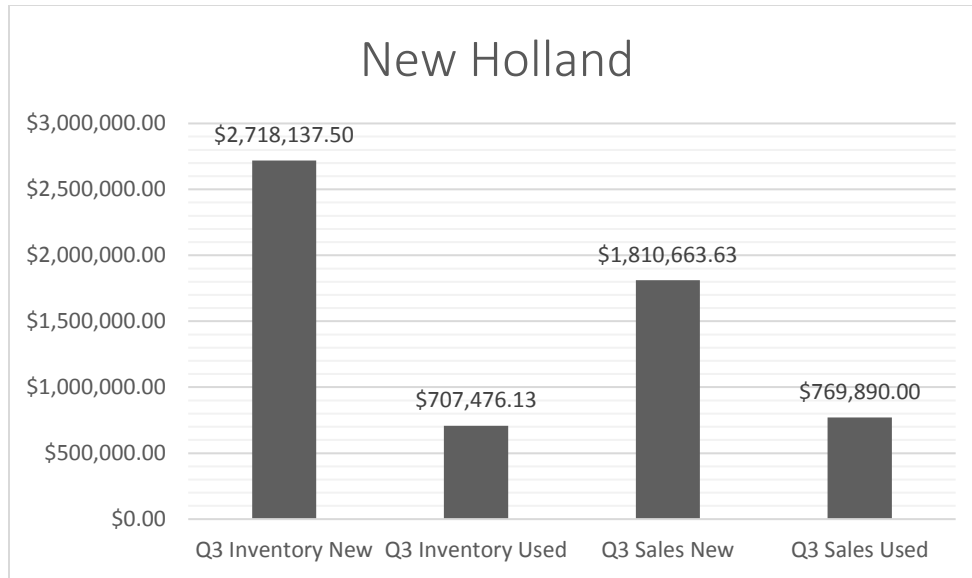


Q3 Inventory New	Q3 Inventory Used	Q3 Sales New	Q3 Sales Used	
\$2,575,000.00	\$193,500.00	\$2,512,500.00	\$253,750.00	
Turns (New)*	Turns (Used)*	Days in Inventory (New)**	Days in Inventory (Used)**	Sales Ratio (New:Used)
3.90	5.25	92.24	68.63	9.9:1

*(Sales*4)/Inventory **(Inventory/Sales)*90

Dealer respondents self-identified Kubota as their main line. Dealer respondents' data may include non-main line product inventory and sales.





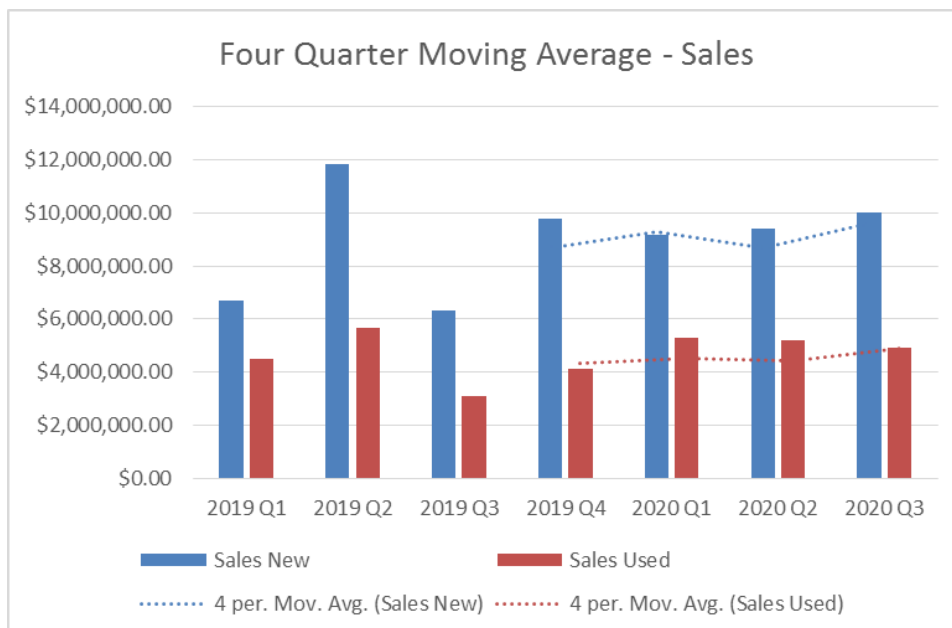
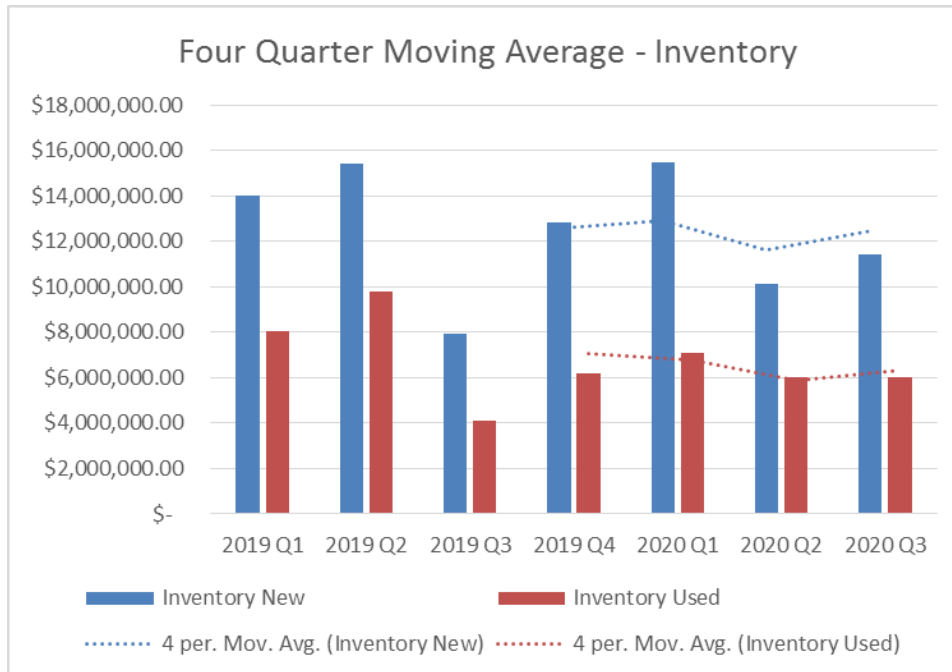
Q3 Inventory New	Q3 Inventory Used	Q3 Sales New	Q3 Sales Used	
\$2,718,137.50	\$707,476.13	\$1,810,663.63	\$769,890.00	
Turns (New)*	Turns (Used)*	Days in Inventory (New)**	Days in Inventory (Used)**	Sales Ratio (New:Used)
2.66	4.35	135.11	82.70	2.35:1

*(Sales*4)/Inventory **(Inventory/Sales)*90

Dealer respondents self-identified New Holland as their main line. Dealer respondents' data may include non-main line product inventory and sales.



Four Quarter Moving Averages
Data Provided by North American Equipment Dealers
Industry Trends Data
2020

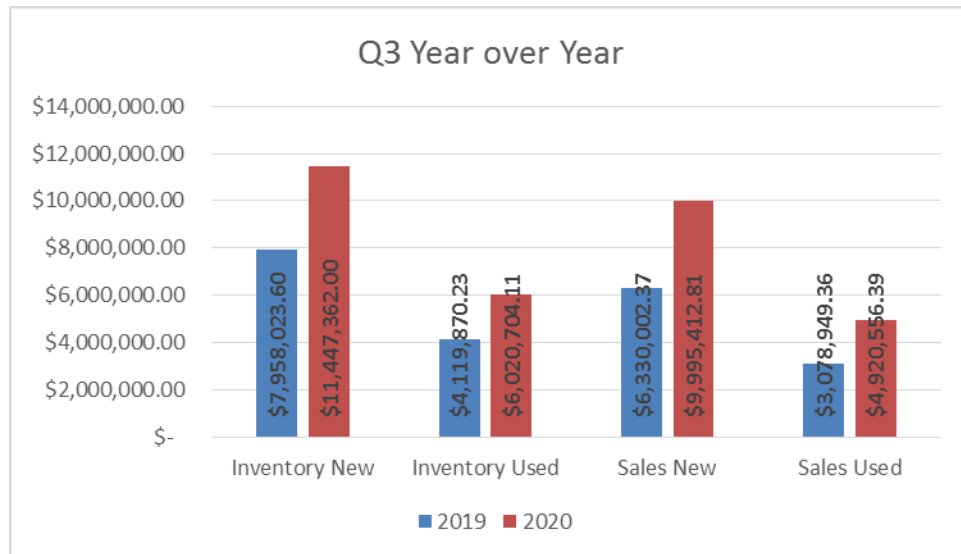
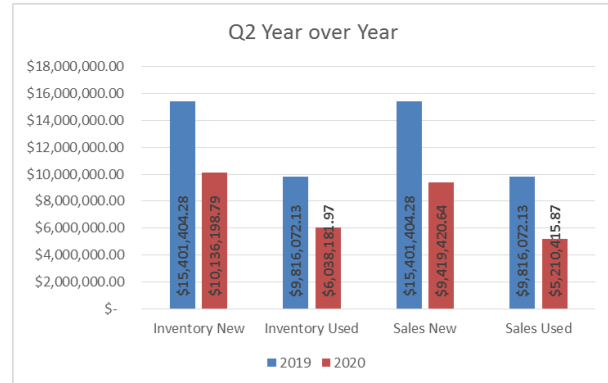
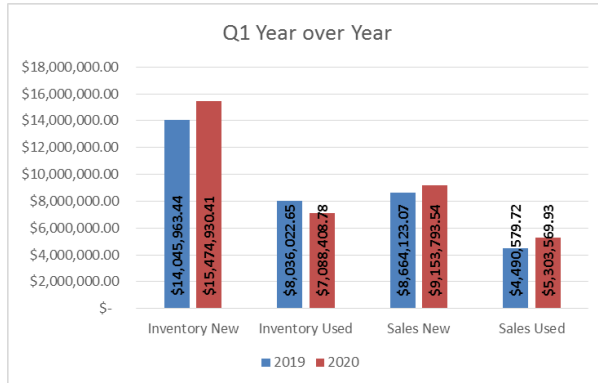


Year over Year Comparison

Data Provided by North American Equipment Dealers

Industry Trends Data

2020



Percent Change by Quarter
Data Provided by North American Equipment Dealers
Industry Trends Data
2020

