

# Market Trends Report

Used Equipment & Trucks  
North America Edition | Q3 2025



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All data and charts are from Rouse Market Trends Report.  
To learn more about Market Trends, visit **[rouseservices.com](https://rouseservices.com)**

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# Summary

Welcome to the Rouse Market Trends Report where we dig deep into equipment industry price trajectories and historical comparisons. With our October edition, we are taking a broad view of construction equipment and transportation sales from Q3 2025 using the industry's best data.

We'll look at pricing and volume trends for most major construction and transportation equipment categories with both Ritchie Bros. auction data and Rouse retail insights, so you can keep a finger on the pulse of the equipment market.

## Ritchie Bros. Mixed Adjusted Price Indexes

In Q3 2025, construction prices in the U.S. were down about 2%pts compared to the previous quarter (Q2 2025), while transportation dropped 1%pt versus Q2.

In Canada, construction prices in Q3 showed a decline of 5%pts compared to last quarter (Q2 2025), while transportation prices dropped 4%pts over the same time period.

## Ritchie Bros. Auction Trends

Overall auction pricing results are fairly mixed across the U.S. when comparing median prices from Q3 2025 to Q3 2024, while pricing in Canada appears weaker. In the U.S., earthmoving product groups are mixed while aerial equipment pricing shows more positive signs. In Canada, most earthmoving groups have trended down from Q3 last year, while aerial equipment is more mixed. A few key highlights were:

- Scissor lifts showed pricing improvement across both geographies.
- Truck tractors and forklifts showed improvement amidst lighter usage and a lower-age profile of sold assets in the US. In Canada, the opposite is true with lower pricing and higher usage.
- All earthmoving groups showed declines in Canada, except wheel loaders and skid steers.


Generally, sales volumes have increased in Canada, explaining some of the price weakness, while sales volumes in the U.S. are more mixed year-over-year for the third quarter. Both age and usage trended downward in the U.S., while sold assets in Canada tended to be older and higher usage than in Q3 2024.




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## Summary

In many categories there were notable changes in age at sale and usage, which should be observed when assessing price movements.

	Articulated Dump Trucks	Dozers	Excavators	Motor Graders	Wheel Loaders	Backhoe Loaders	Multi Terrain Loaders	Skid Steers	Tele-handlers	Boom Lifts	Scissor Lifts	Forklifts	Truck Tractors
Pricing	^	—	—	∨	—	∨	^	∨	∨	^	^	^	^
Volume	^	^	^	^	—	∨	∨	∨	∨	∨	∨	∨	∨
Age at Sale	∨	—	∨	^	—	^	∨	∨	∨	—	—	∨	∨
Usage	∨	—	^	^	—	—	∨	∨	—	^	∨	∨	∨

	Articulated Dump Trucks	Dozers	Excavators	Motor Graders	Wheel Loaders	Backhoe Loaders	Multi Terrain Loaders	Skid Steers	Tele-handlers	Boom Lifts	Scissor Lifts	Forklifts	Truck Tractors
Pricing	∨	∨	∨	∨	—	∨	∨	^	∨	∨	^	∨	∨
Volume	^	∨	^	^	^	^	∨	^	^	^	^	^	^
Age at Sale	^	^	—	^	—	∨	∨	∨	^	^	^	^	—
Usage	^	—	^	∨	∨	—	^	∨	^	^	^	^	^

The average age at sale is fairly stable on a period-over-period comparison, and usage is mixed with a slight increase overall in the U.S. as highlighted above. Prices have generally softened with a few notable exceptions.

*Note: When reviewing above matrices, keep in mind:*

- *Volume: Higher volumes generally drive lower sales prices where end-market demand is consistent.*
- *Age at Sale: Newer equipment generally brings higher prices*
- *Average Usage: Less used equipment generally brings higher prices*

*Note: We've updated the calculation methodology to:*

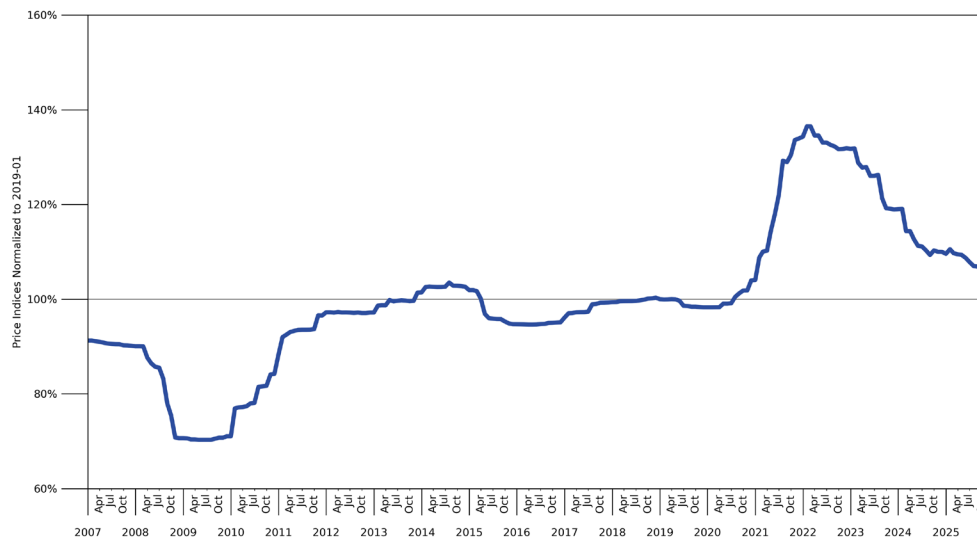
- *Exclude 'unused / new' gear from pricing, age, and usage metrics.*
- *Exclude 'inoperable / junk' gear from pricing metrics.*

### But what about the retail market?

As with previous editions, we have included retail commentary and charts on page 32 of this report. For more definitive equipment valuations and market insights encompassing the retail and auction markets, contact Rouse Services at [info@rouseservices.com](mailto:info@rouseservices.com).



# Ritchie Bros. Mixed Adjusted Price Indexes

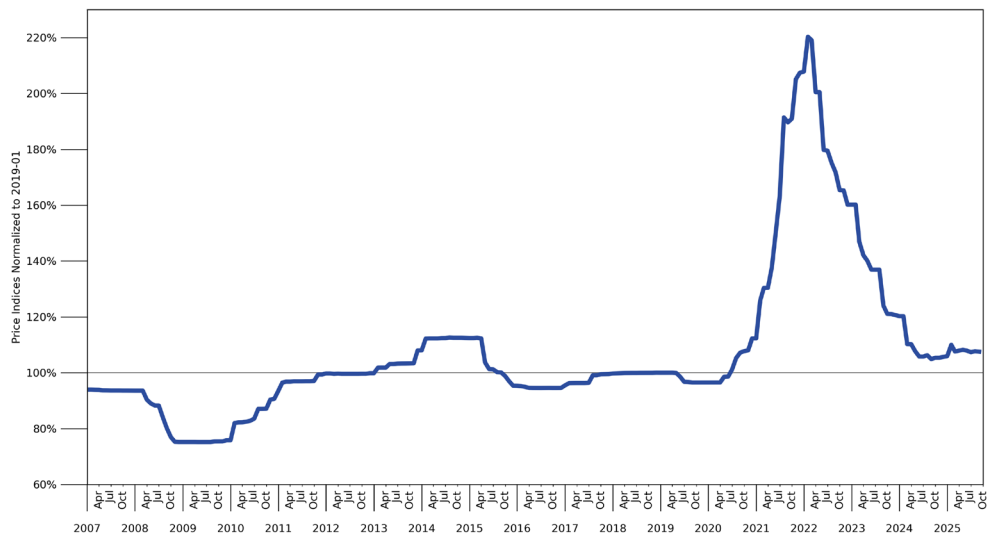


## Construction

Prices in the U.S. declined by about 2 percentage point from the last quarter (Q1 2025). On balance, values remain elevated against “pre-pandemic” (2019) levels.

## Transportation

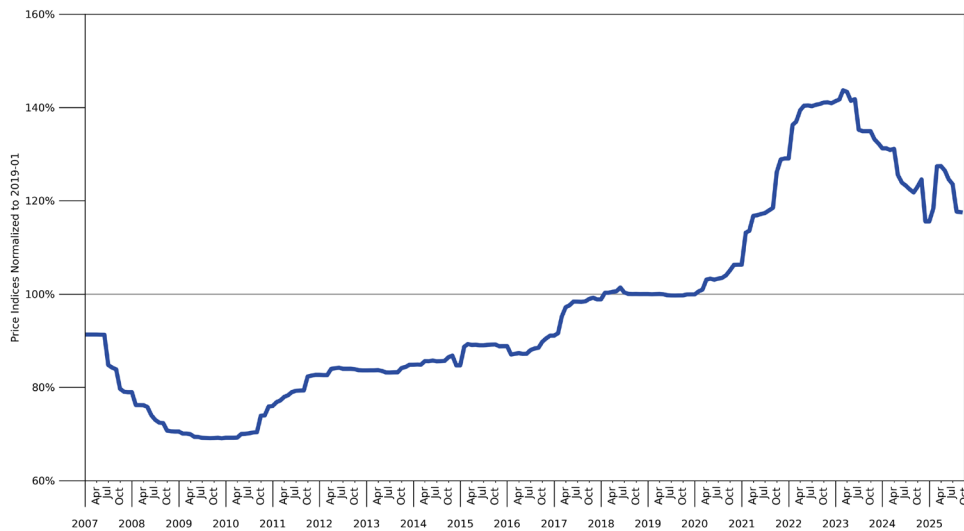
Prices in the U.S. declined by less than 1 percentage point from the last quarter (Q1 2025). Values remain higher than “pre-pandemic” (2019) levels.



Margin of error is +/- 1.5%

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# Ritchie Bros. Mixed Adjusted Price Indexes

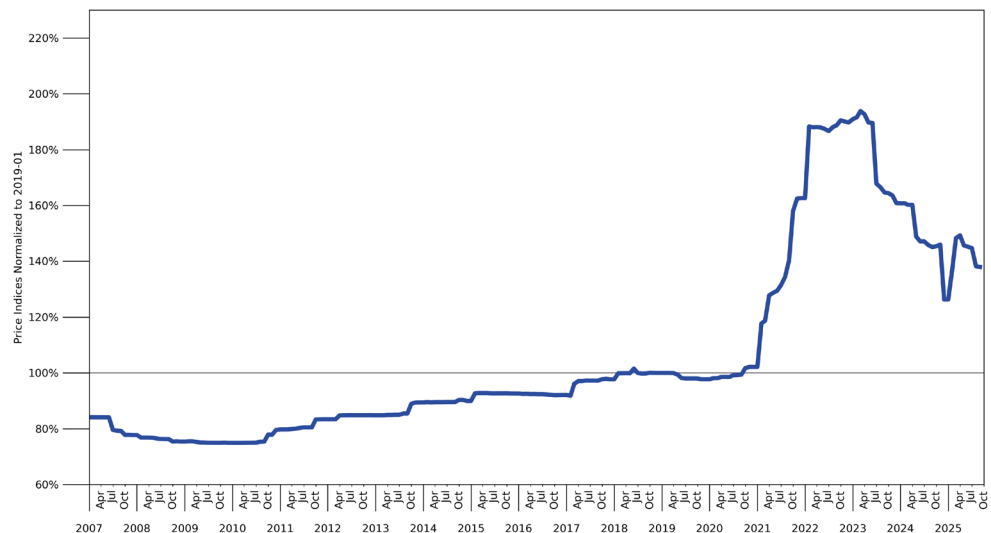


## Construction

Prices in Canada showed an overall decline by 5 percentage point from last quarter (Q2 2025) with steady decline throughout the quarter.

## Transportation

Prices in Canada showed an overall decline by 4 percentage point from last quarter (Q2 2025) with steady decline throughout the quarter.



Margin of error is +/- 1.5%

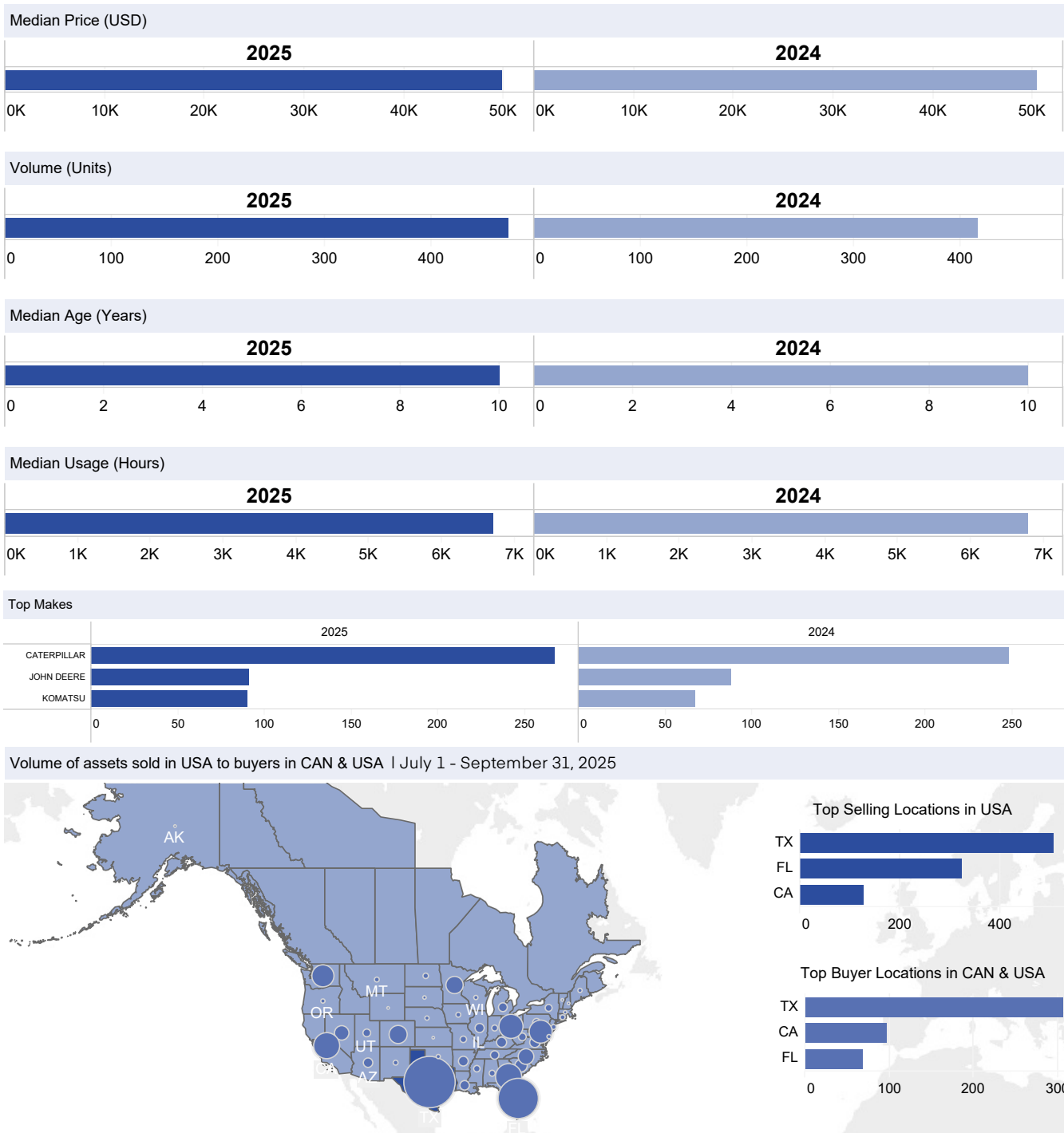
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# Dozers

July 1 - September 31, 2025 & July 1 - September 31, 2024



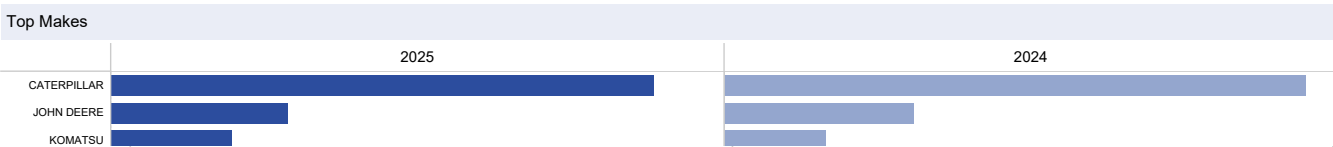
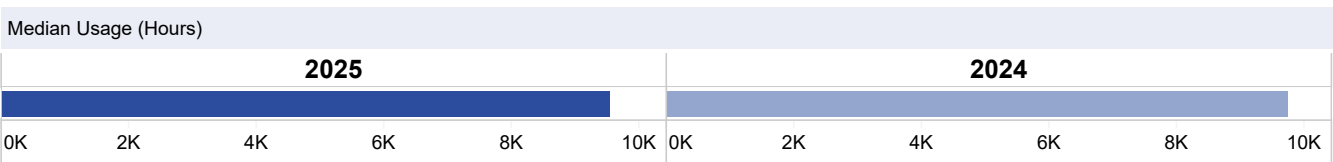
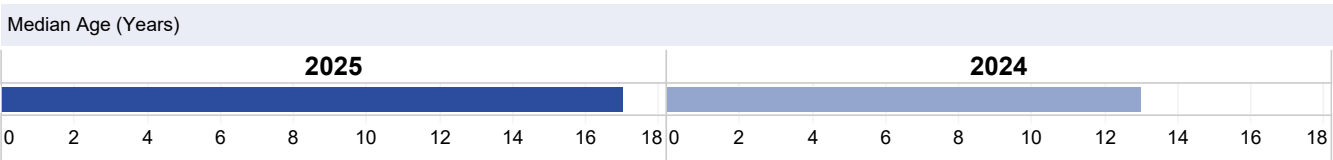
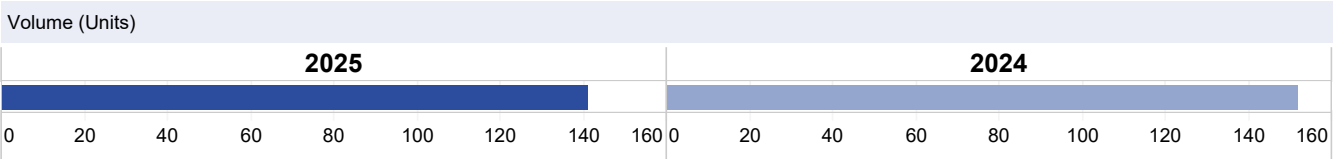
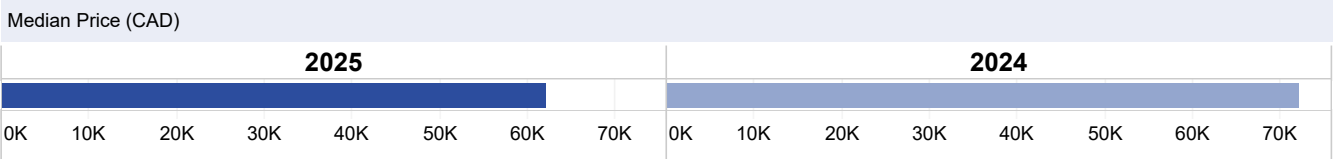
These figures are for used equipment at auction

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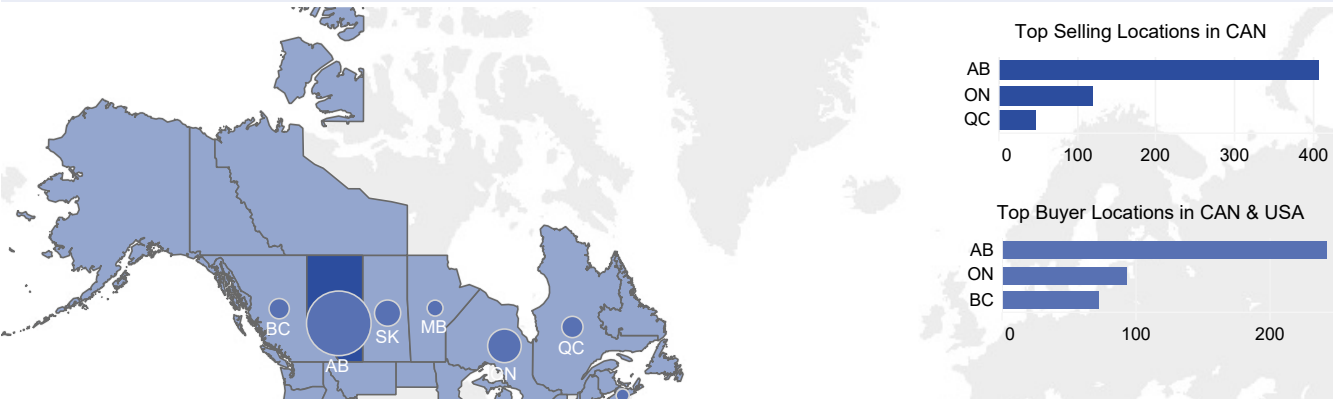


# Dozers

July 1 - September 31, 2025 & July 1 - September 31, 2024



Volume of assets sold in CAN to buyers in CAN & USA | July 1 - September 31, 2025



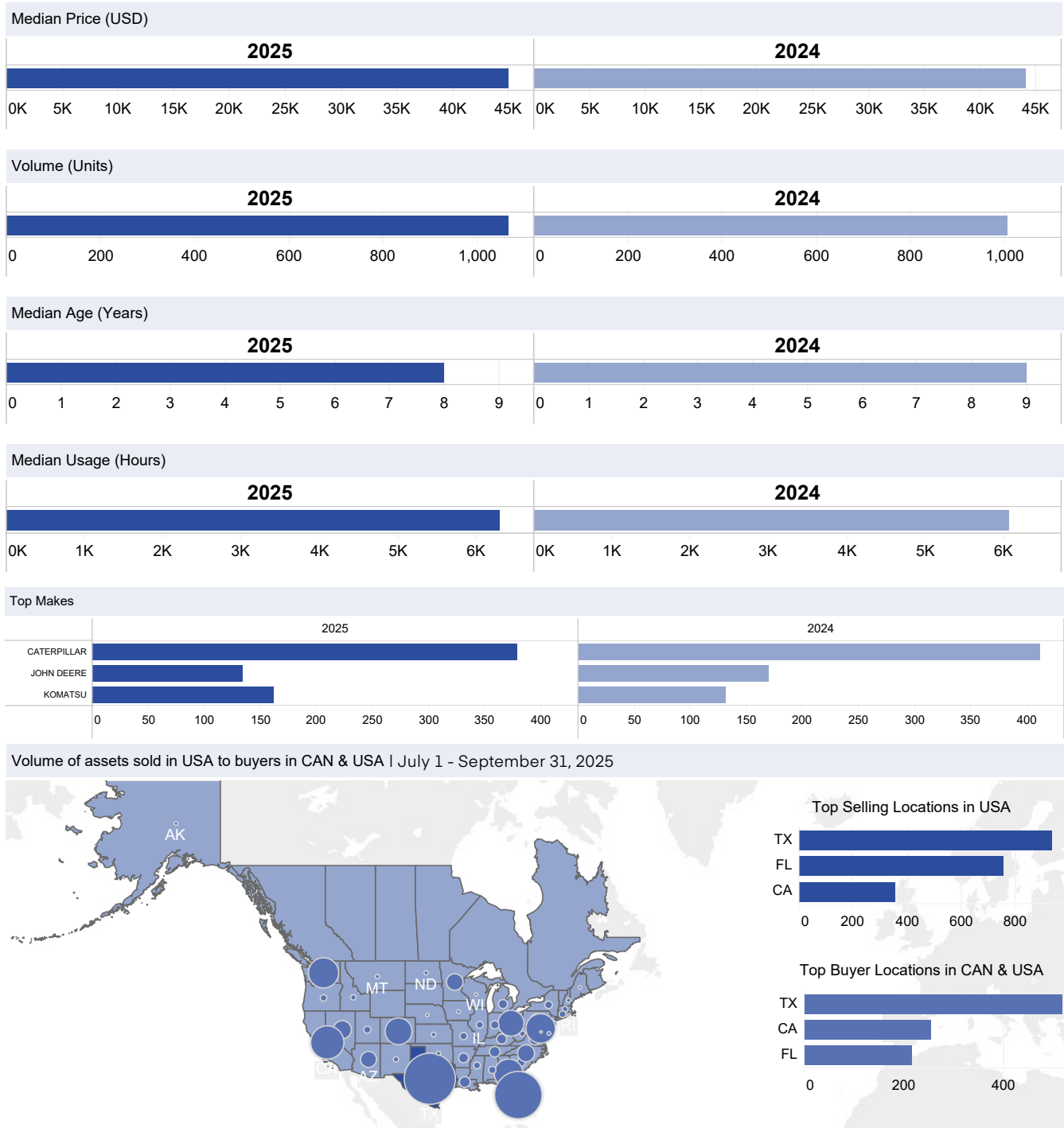
These figures are for used equipment at auction

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# Hydraulic Excavators

July 1 - September 31, 2025 & July 1 - September 31, 2024

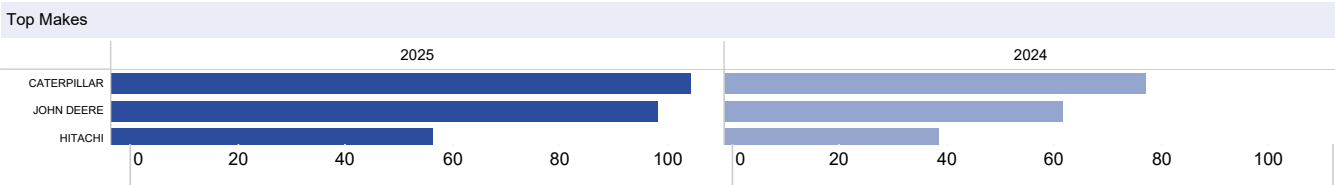
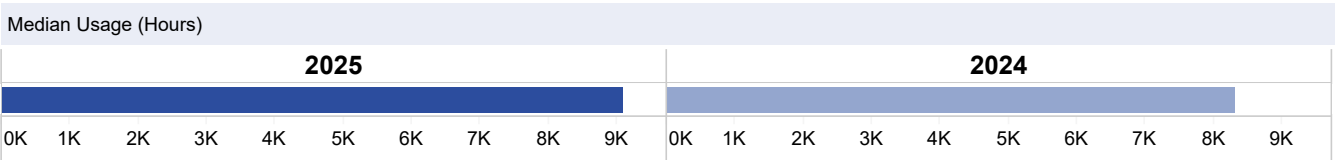
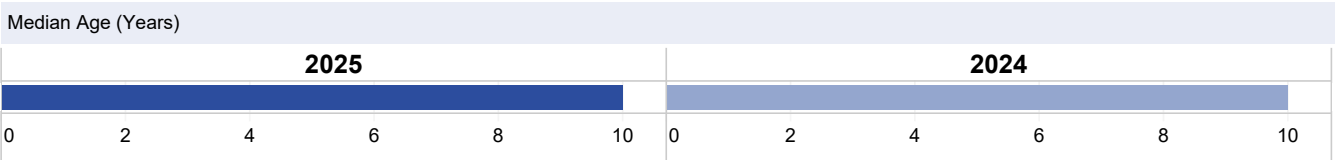
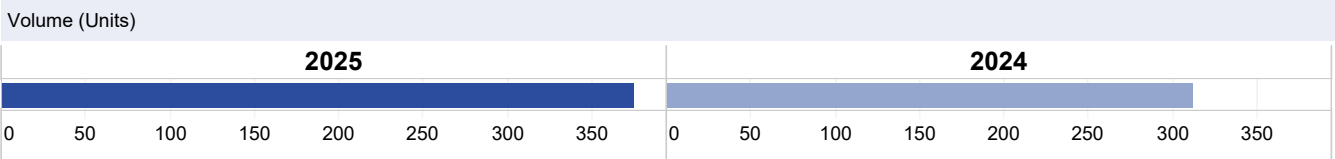
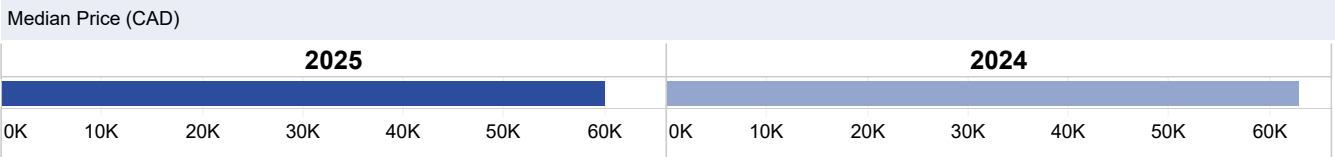


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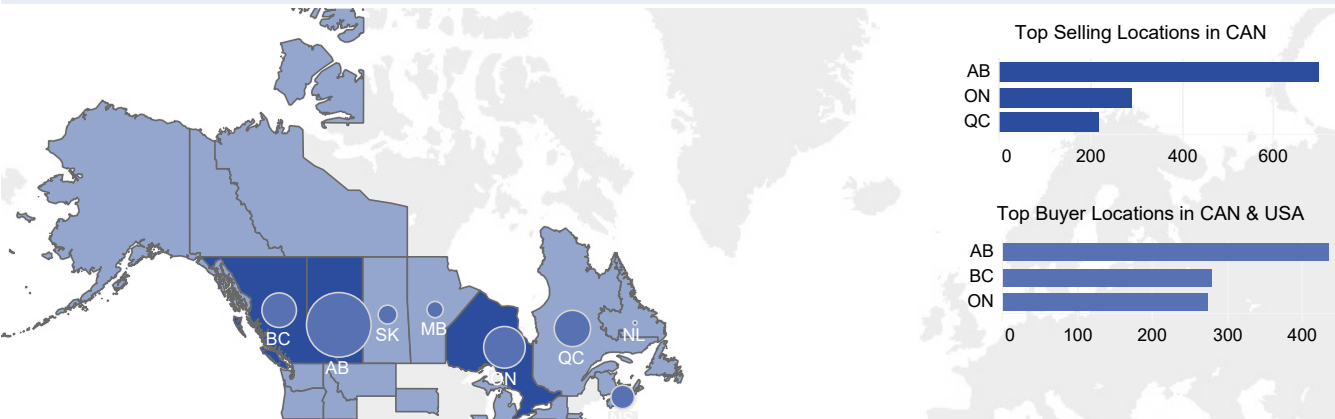
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# Hydraulic Excavators

July 1 - September 31, 2025 & July 1 - September 31, 2024



Volume of assets sold in CAN to buyers in CAN & USA | July 1 - September 31, 2025



These figures are for used equipment at auction

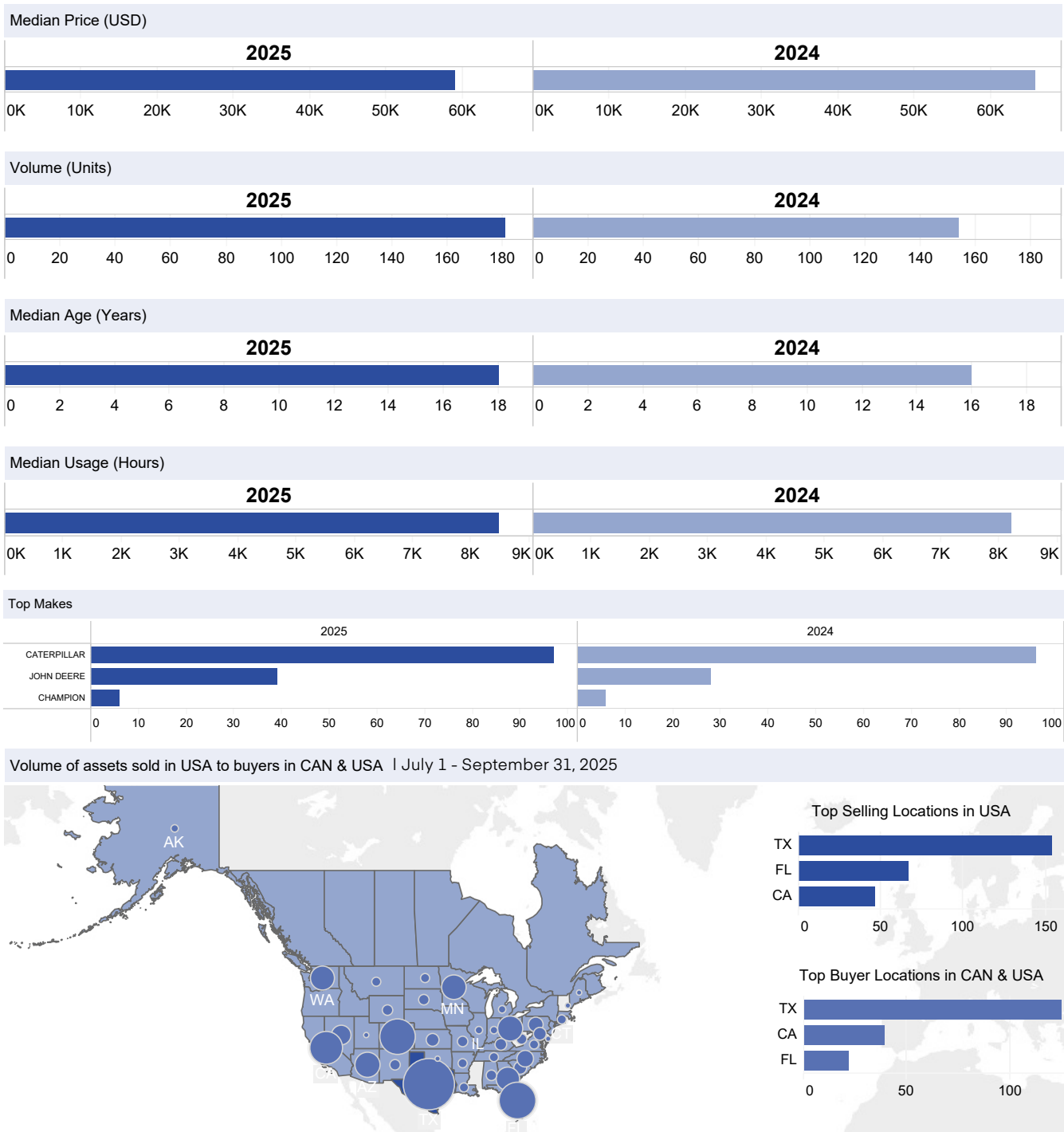
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# Motor Graders

July 1 - September 31, 2025 & July 1 - September 31, 2024



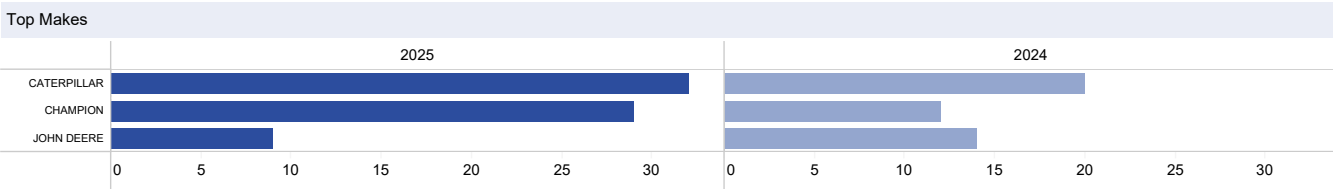
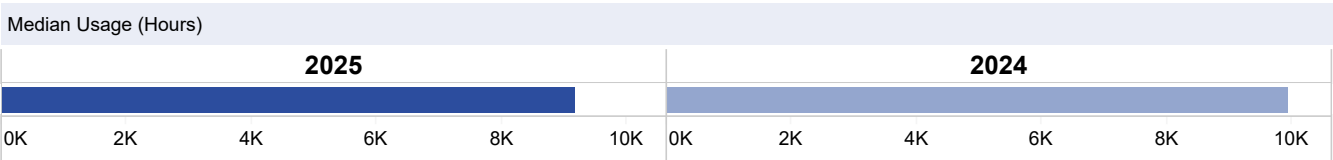
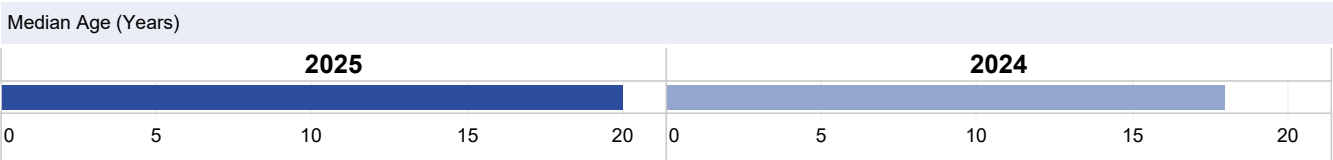
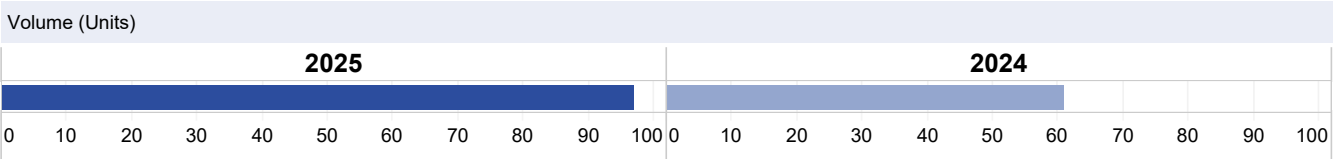
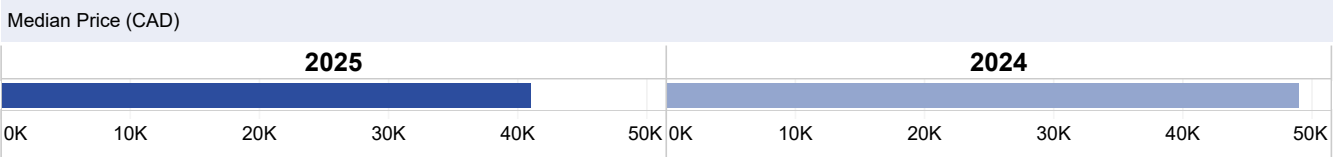
These figures are for used equipment at auction

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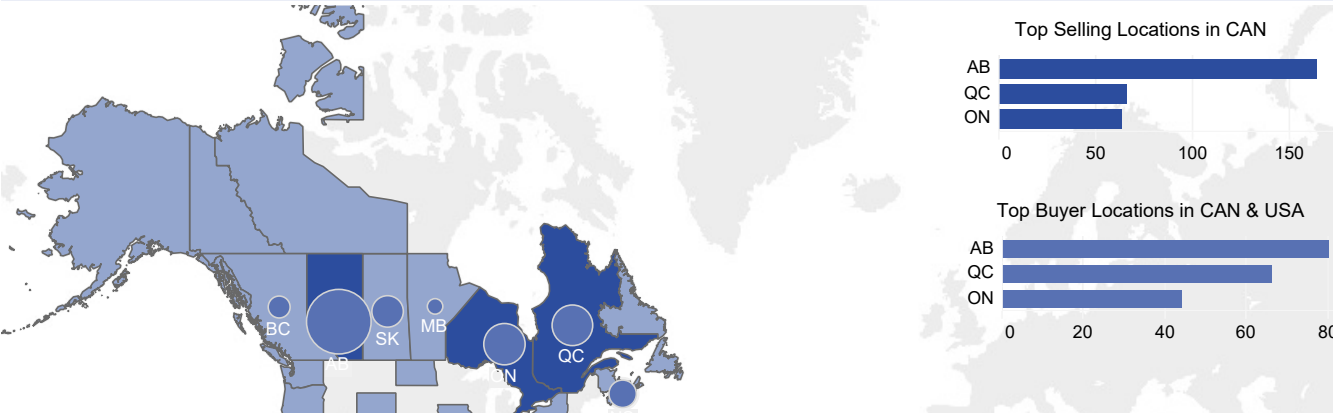


# Motor Graders

July 1 - September 31, 2025 & July 1 - September 31, 2024



Volume of assets sold in CAN to buyers in CAN & USA | July 1 - September 31, 2025



These figures are for used equipment at auction

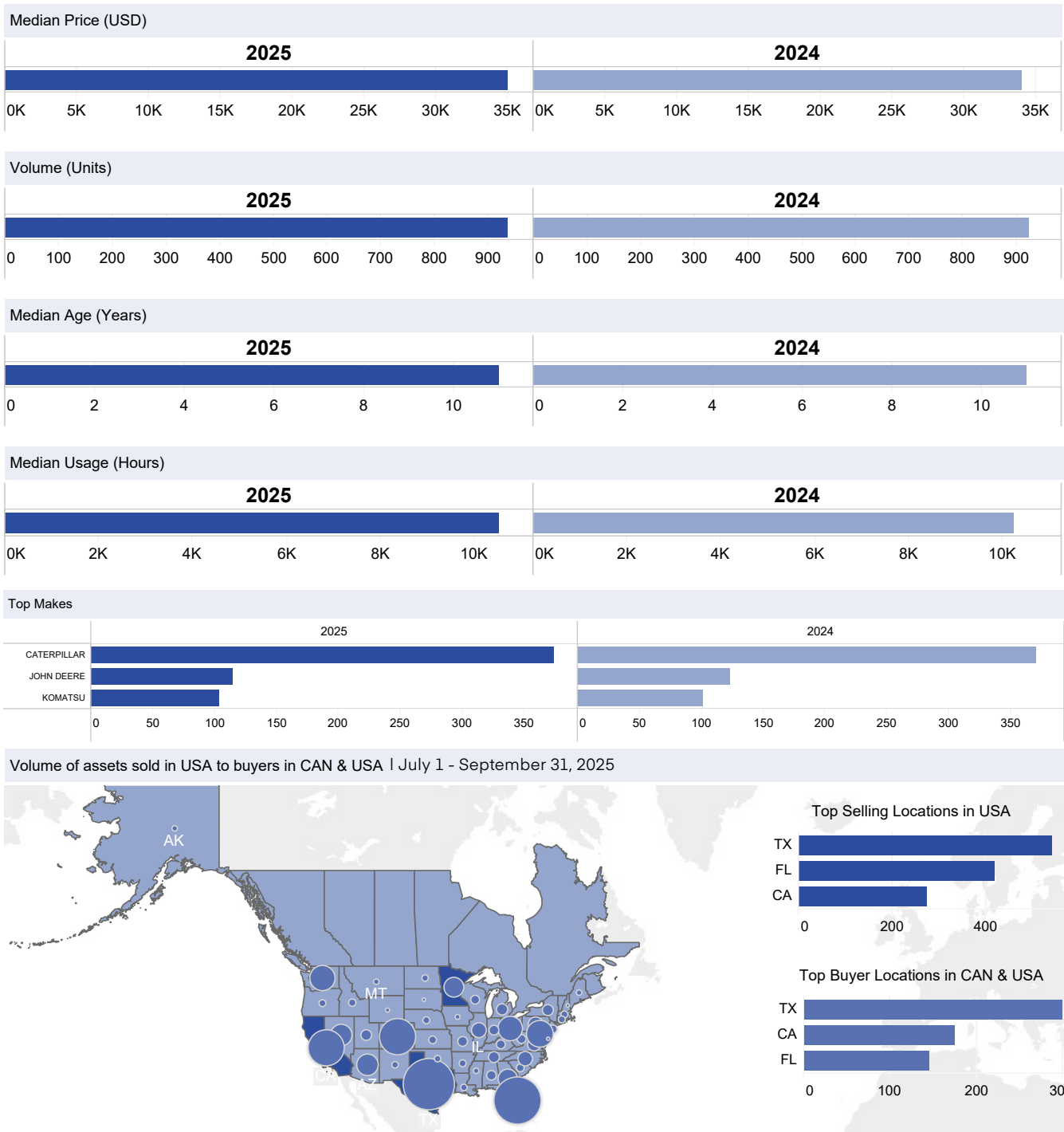
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# Wheel Loaders

July 1 - September 31, 2025 & July 1 - September 31, 2024



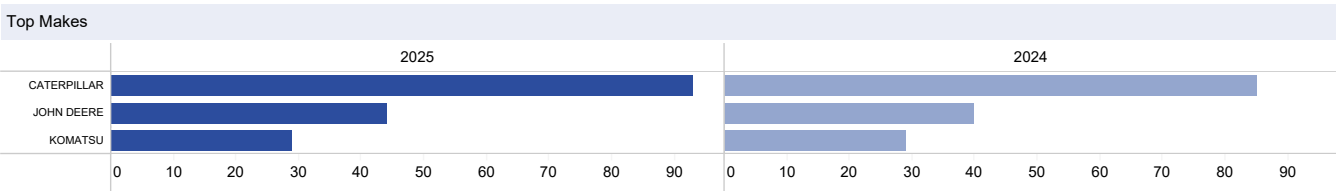
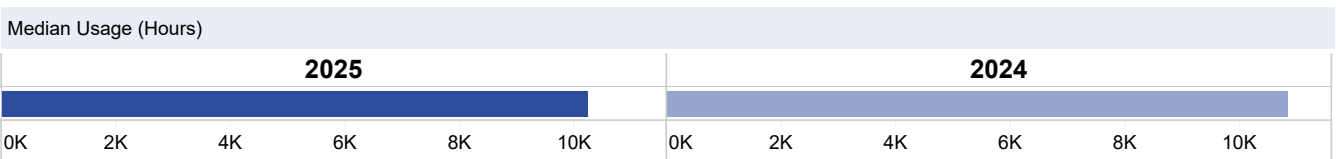
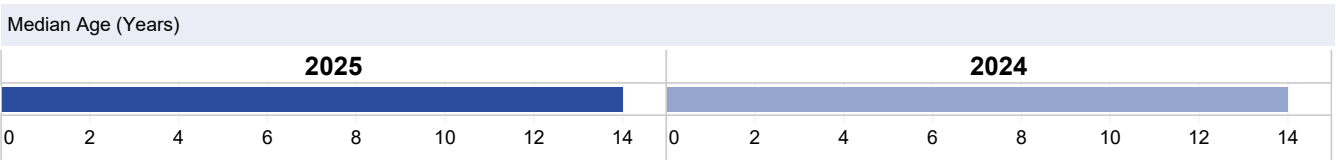
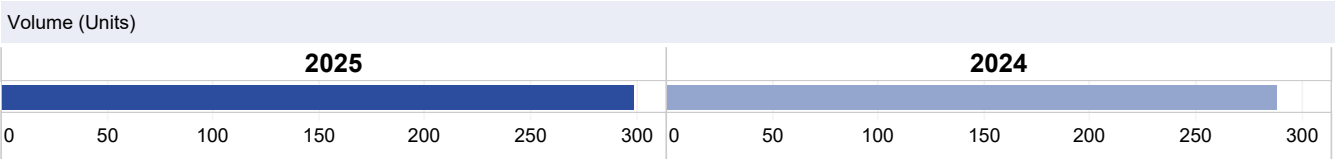
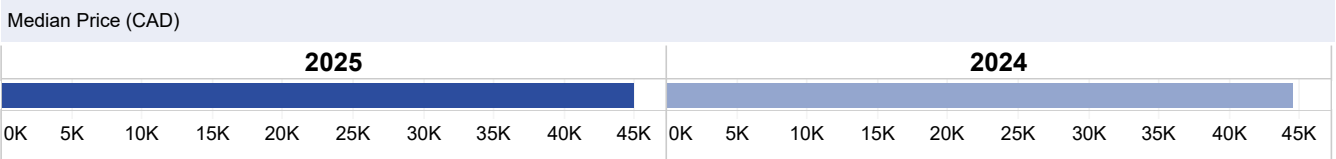
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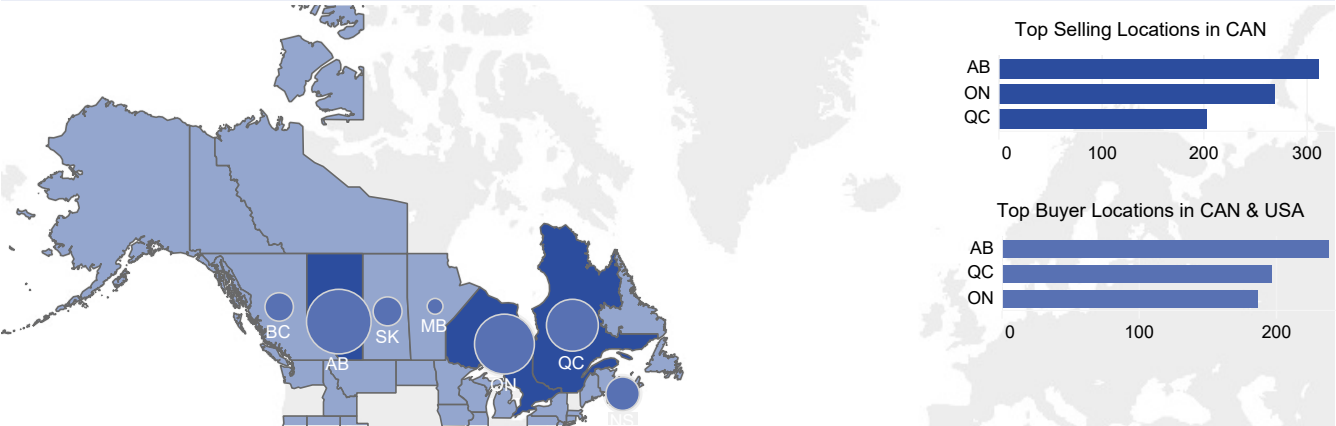


# Wheel Loaders

July 1 - September 31, 2025 & July 1 - September 31, 2024



Volume of assets sold in CAN to buyers in CAN & USA | July 1 - September 31, 2025



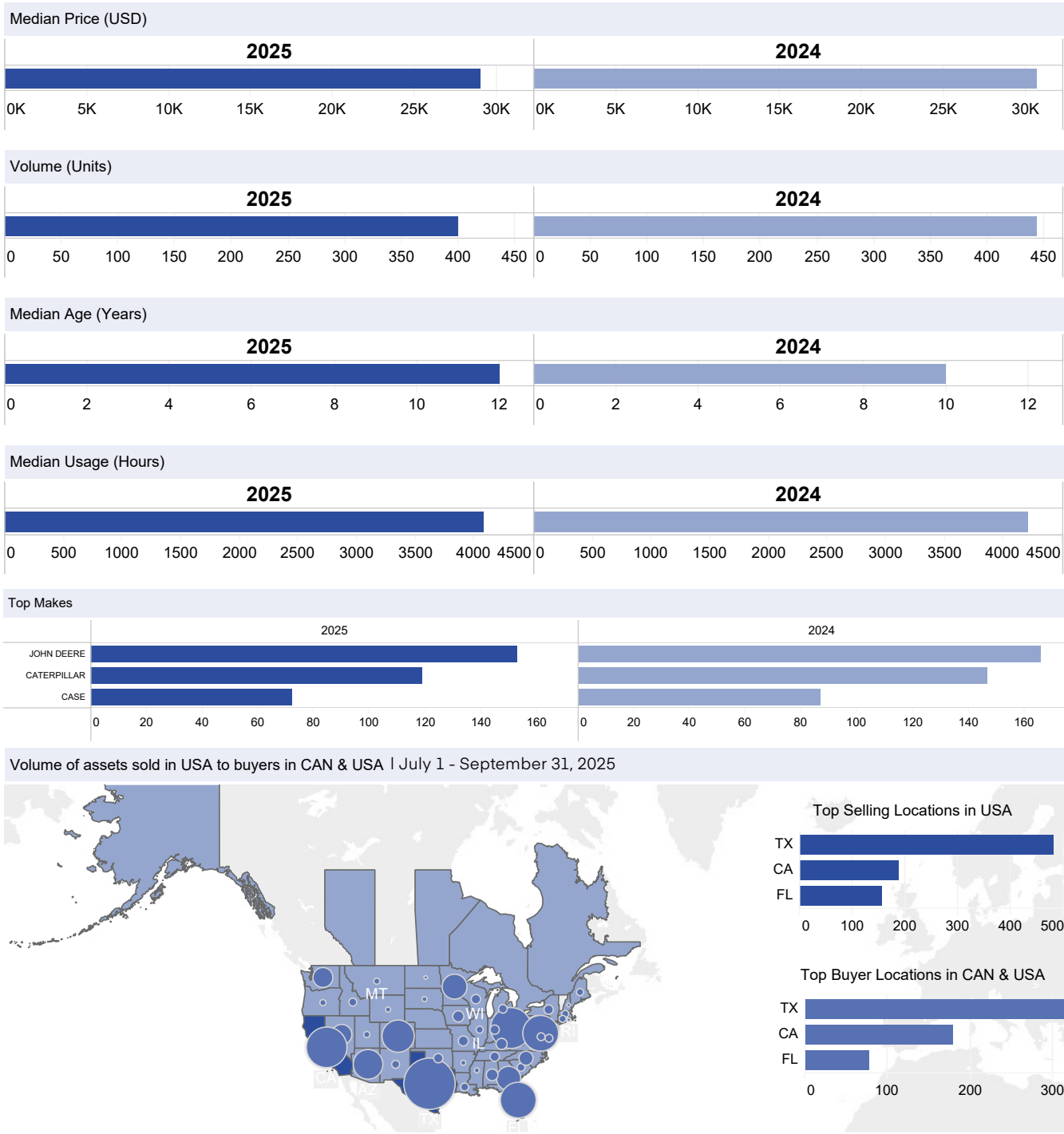
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# Backhoe Loaders

July 1 - September 31, 2025 & July 1 - September 31, 2024

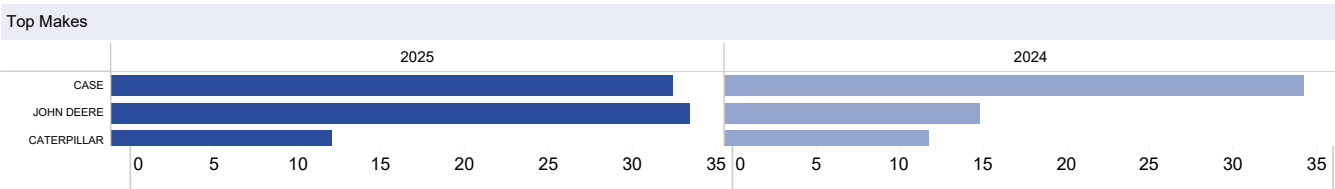
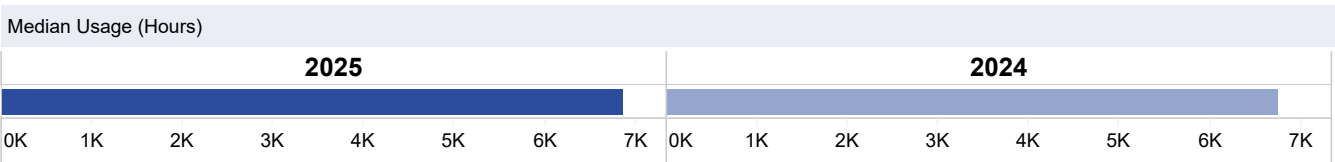
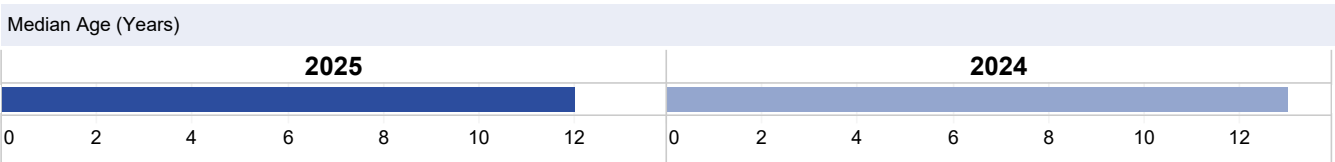
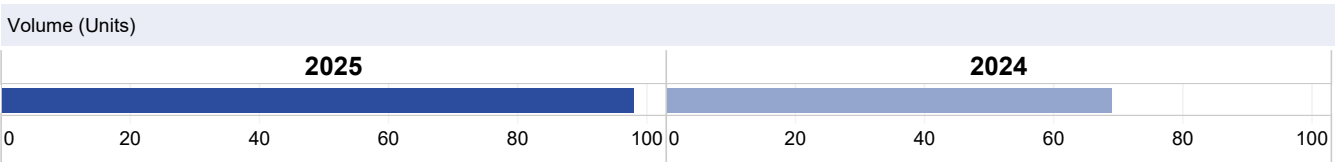
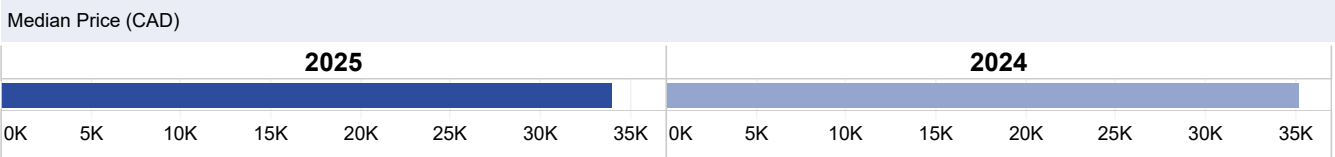


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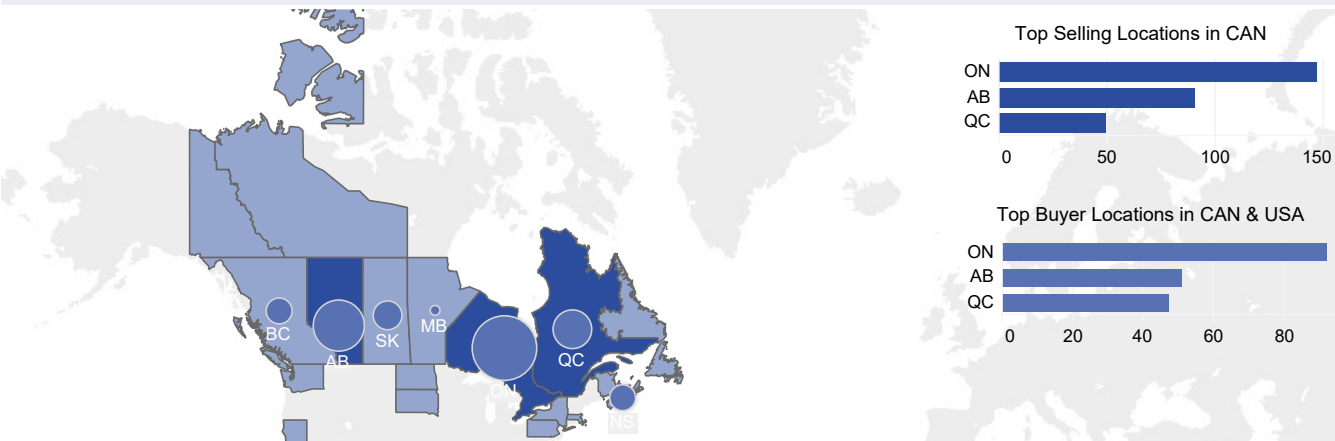
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# Backhoe Loaders

July 1 - September 31, 2025 & July 1 - September 31, 2024



Volume of assets sold in CAN to buyers in CAN & USA | July 1 - September 31, 2025

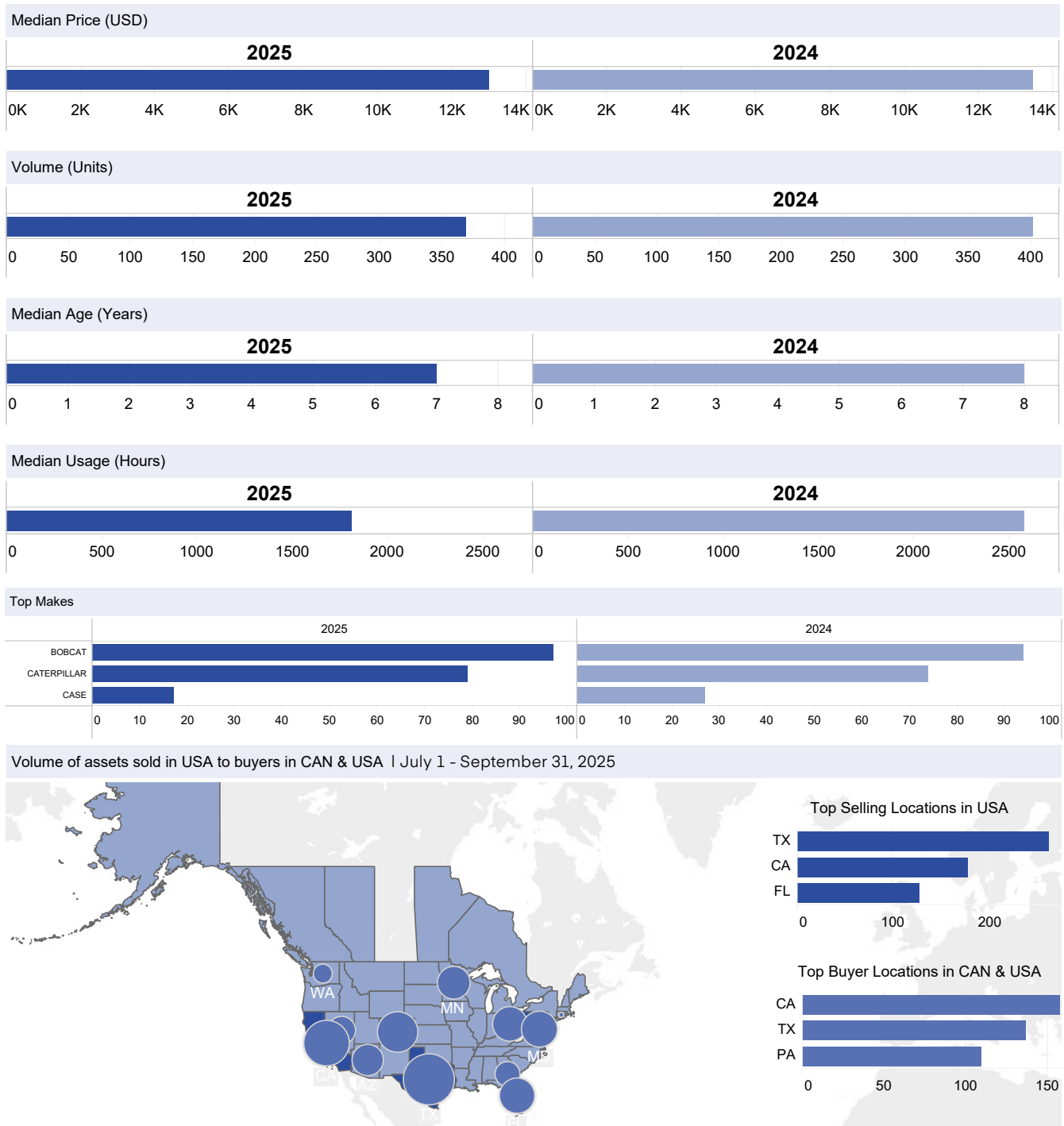


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# Skid Steer Loaders

July 1 - September 31, 2025 & July 1 - September 31, 2024



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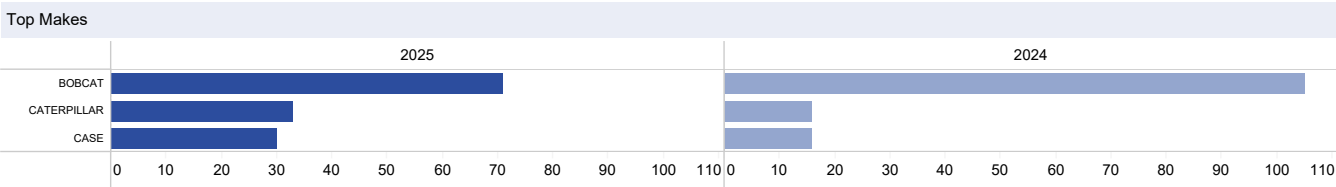
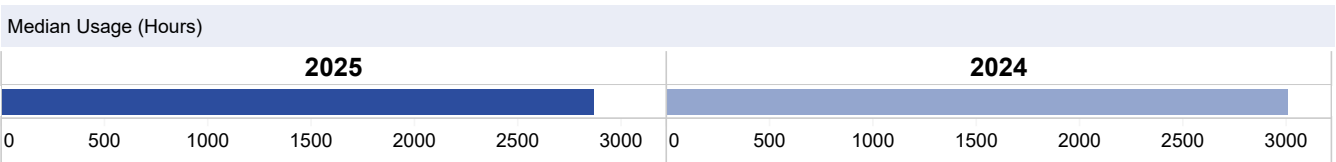
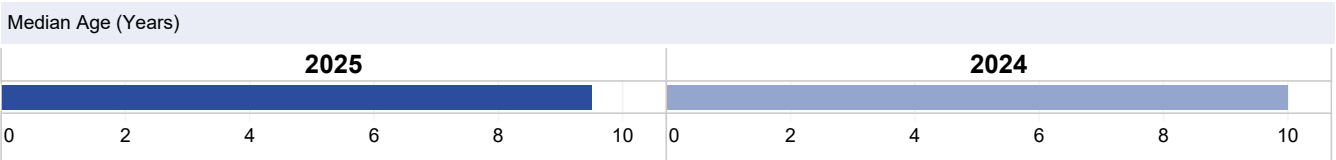
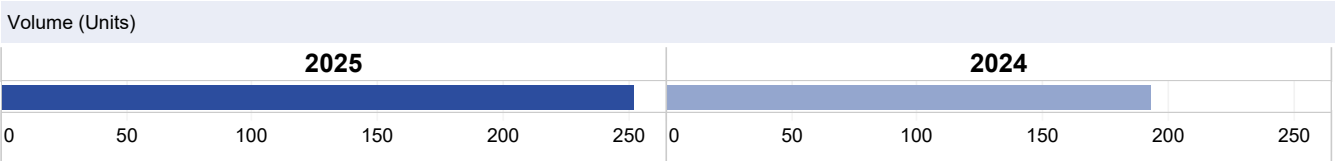
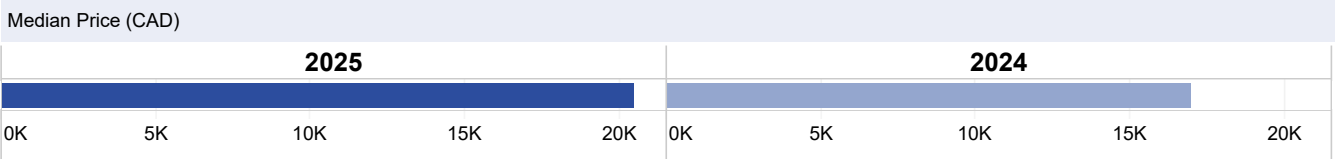
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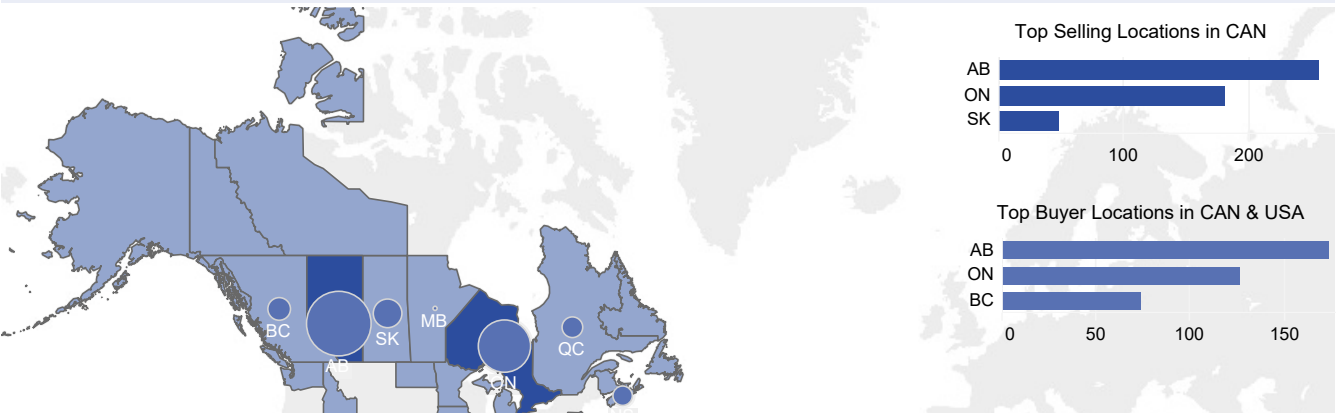


# Skid Steer Loaders

July 1 - September 31, 2025 & July 1 - September 31, 2024



Volume of assets sold in CAN to buyers in CAN & USA | July 1 - September 31, 2025



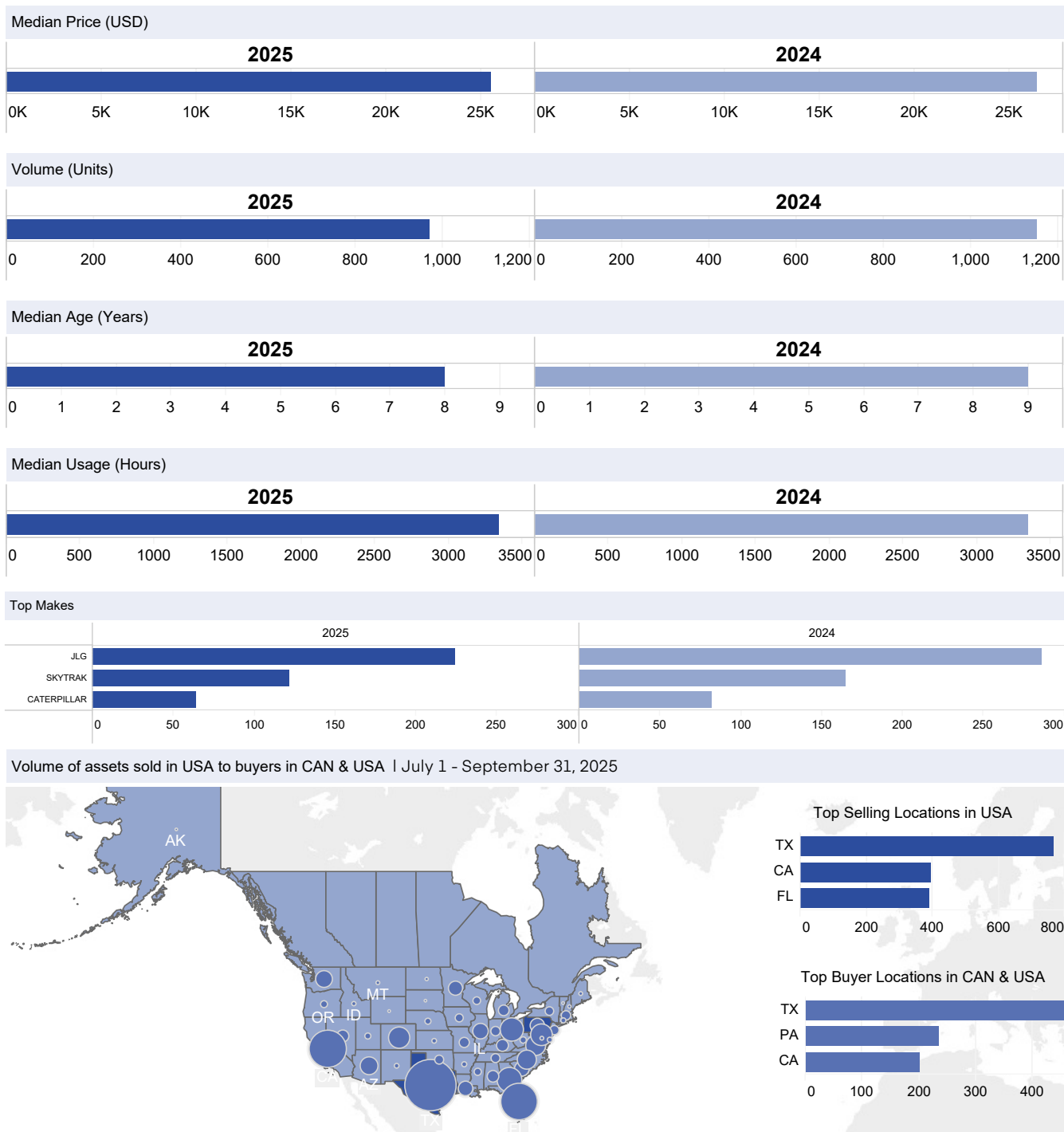
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# Telehandlers

July 1 - September 31, 2025 & July 1 - September 31, 2024

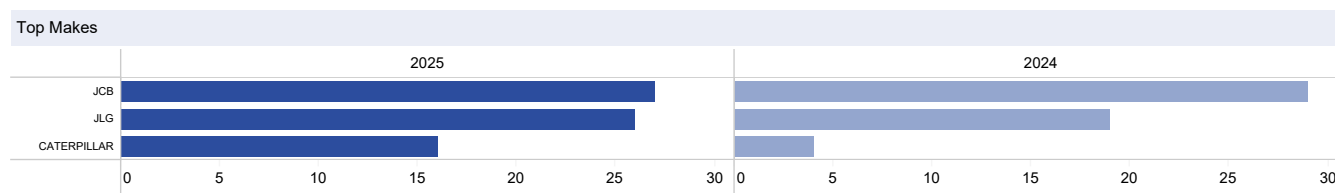
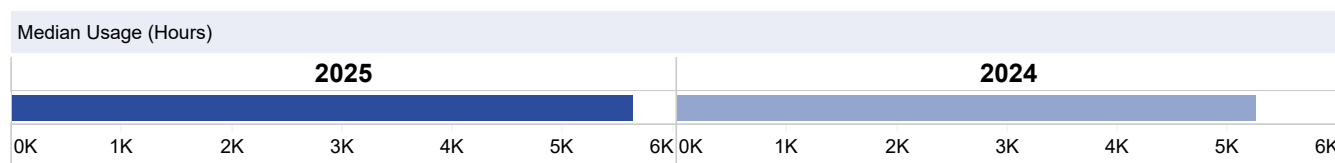
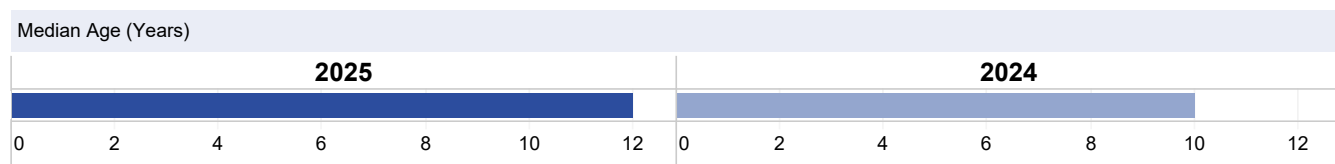
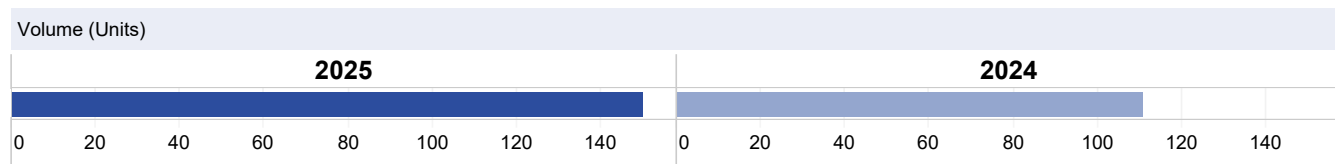
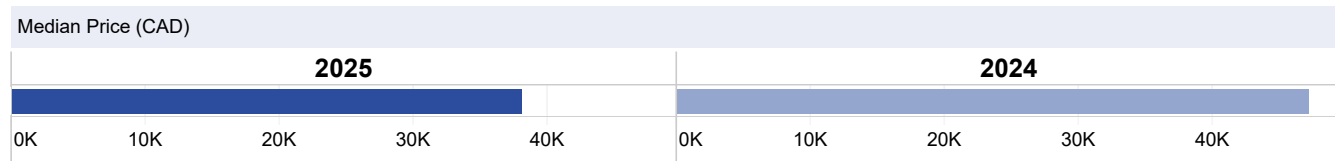


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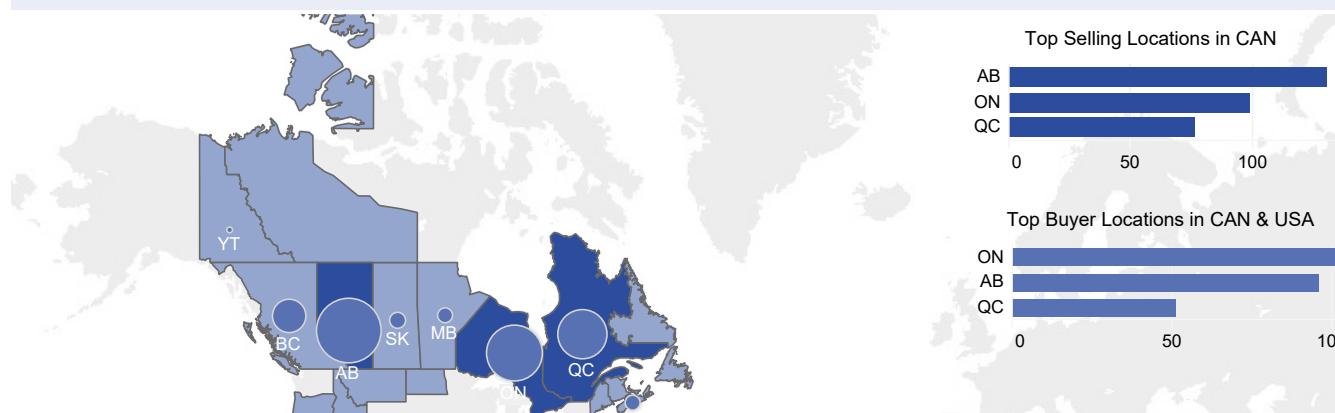
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# Telehandlers

July 1 - September 31, 2025 & July 1 - September 31, 2024



Volume of assets sold in CAN to buyers in CAN & USA | July 1 - September 31, 2025



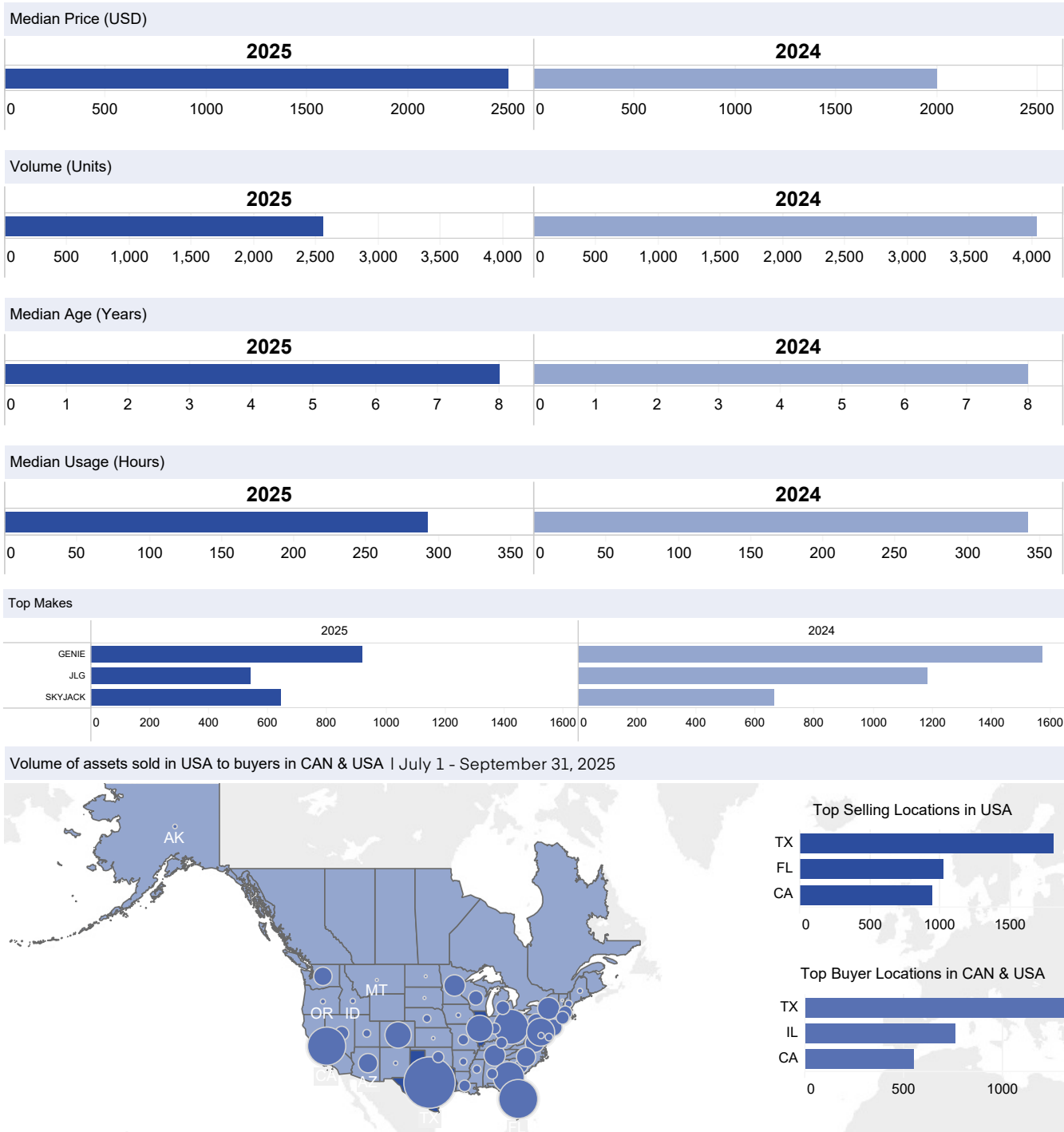
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# Scissor Lifts

July 1 - September 31, 2025 & July 1 - September 31, 2024

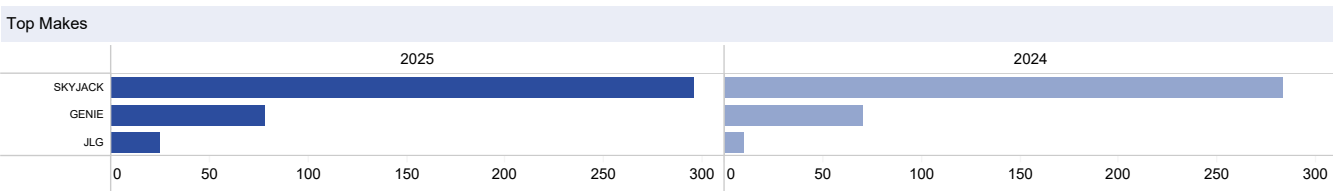
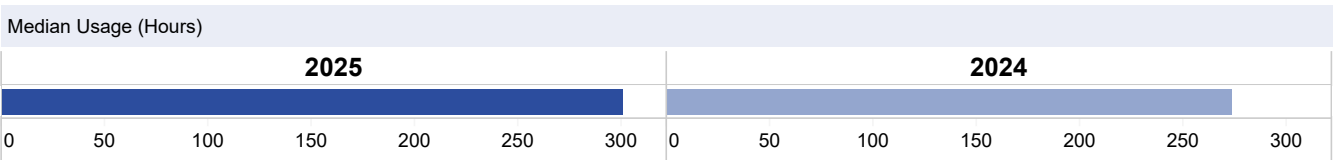
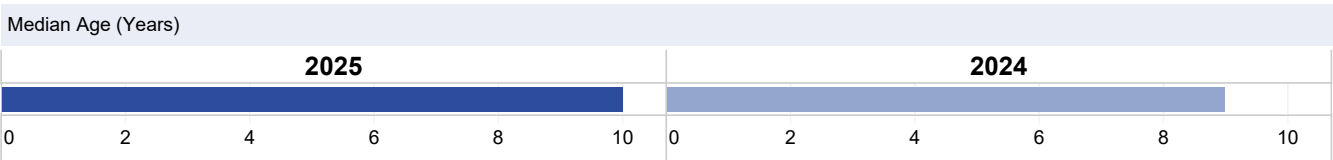
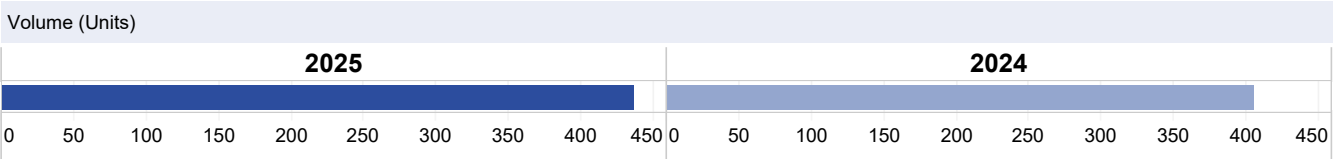
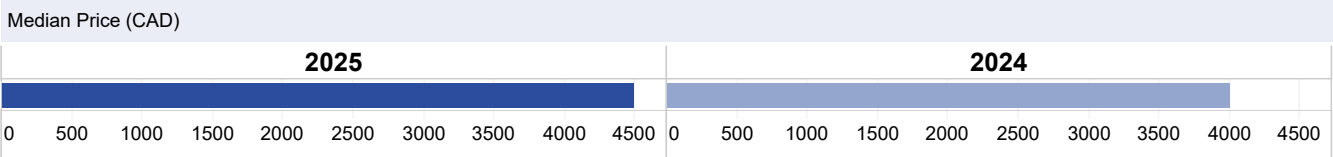


These figures are for used equipment at auction

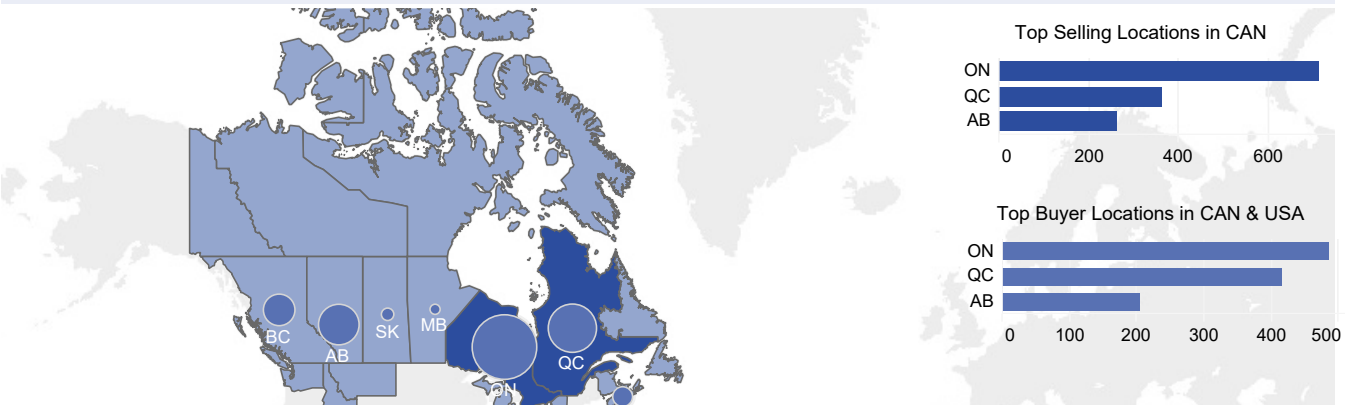
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# Scissor Lifts

July 1 - September 31, 2025 & July 1 - September 31, 2024



Volume of assets sold in CAN to buyers in CAN & USA | July 1 - September 31, 2025



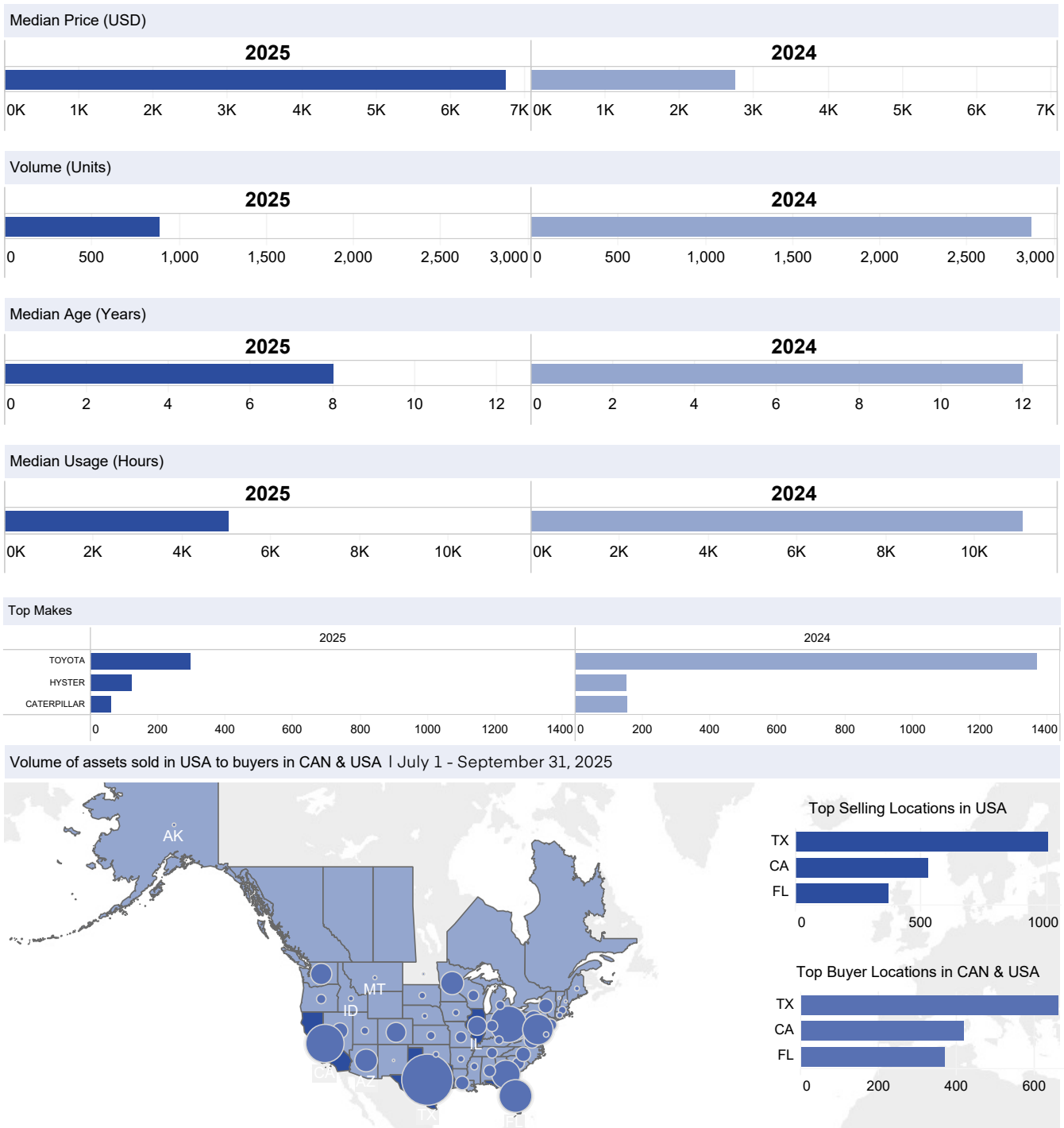
These figures are for used equipment at auction

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# Forklifts

July 1 - September 31, 2025 & July 1 - September 31, 2024

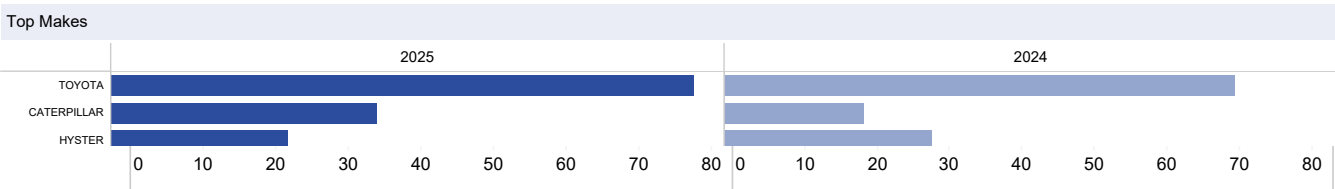
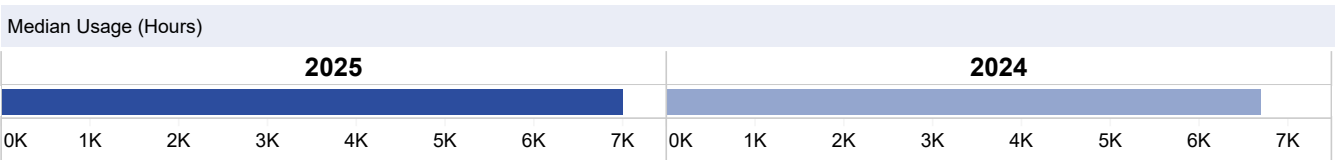
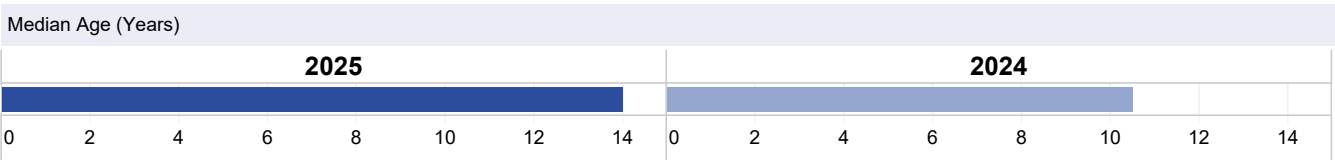
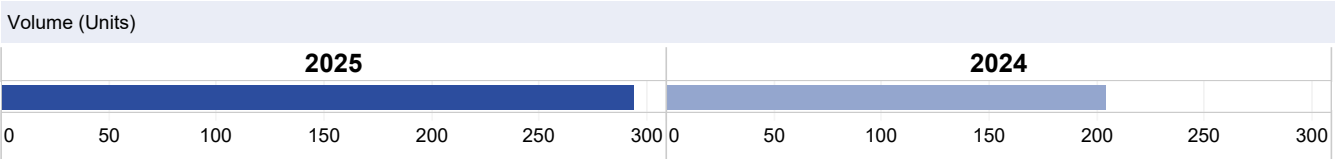
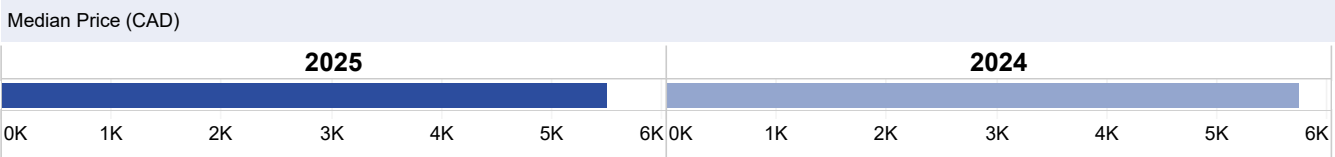


These figures are for used equipment at auction

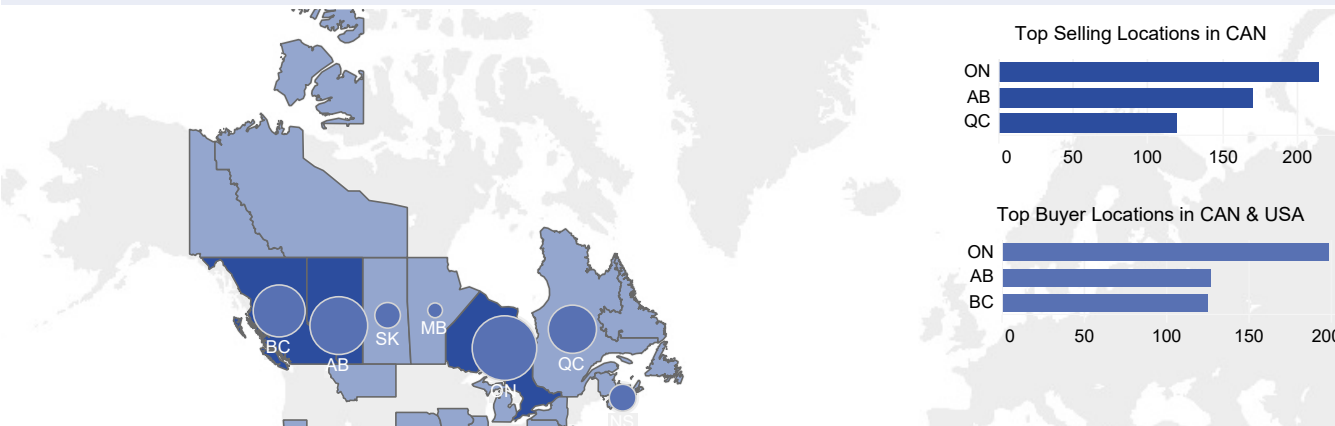
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# Forklifts

July 1 - September 31, 2025 & July 1 - September 31, 2024



Volume of assets sold in CAN to buyers in CAN & USA | July 1 - September 31, 2025



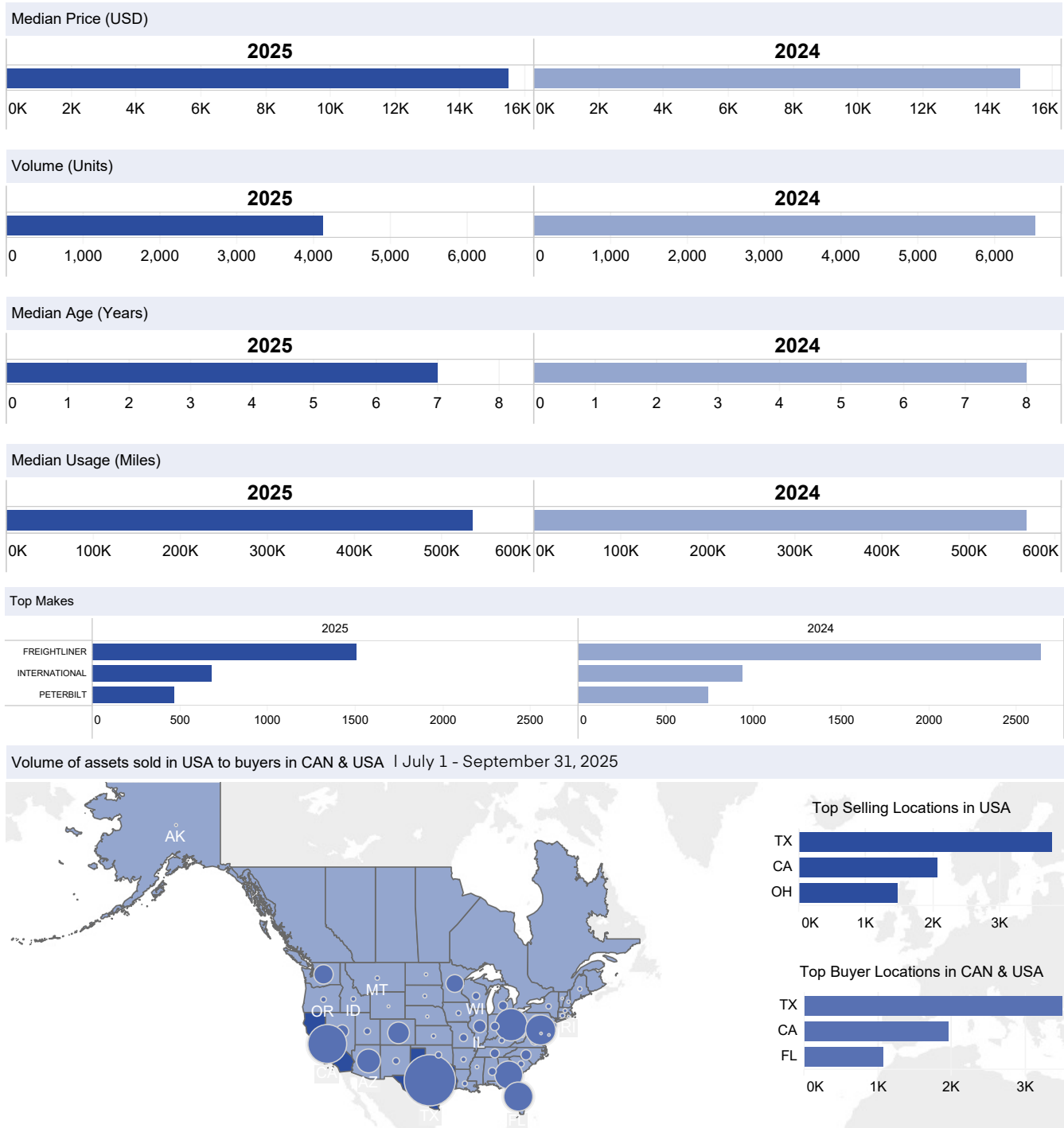
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# Truck Tractors

July 1 - September 31, 2025 & July 1 - September 31, 2024



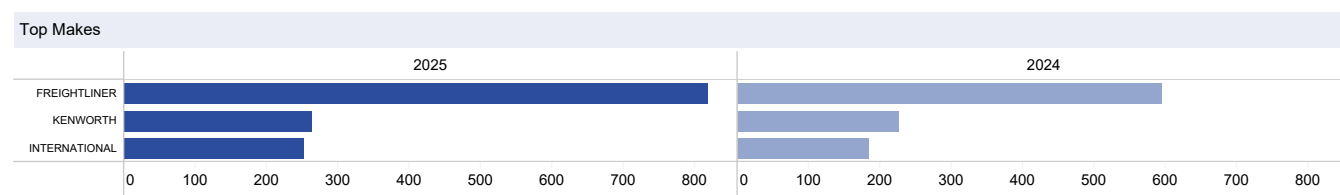
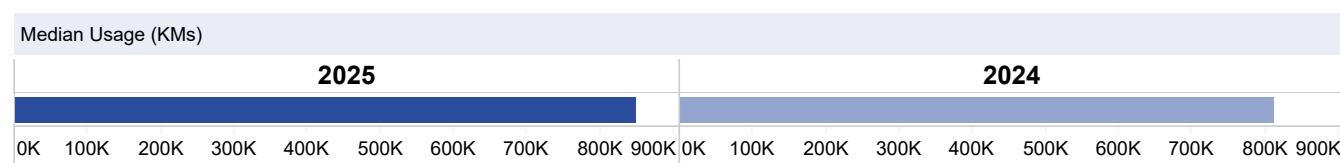
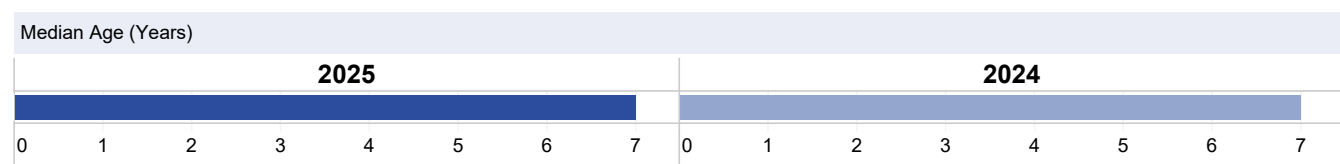
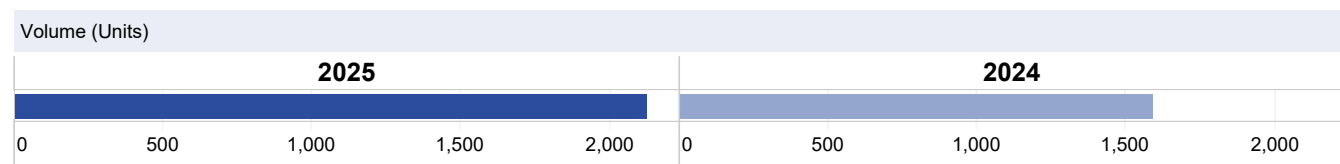
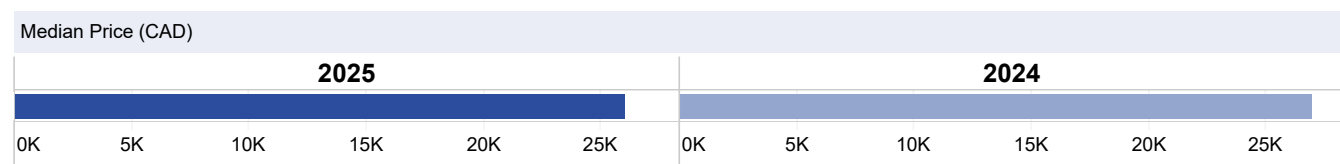
These figures are for used equipment at auction

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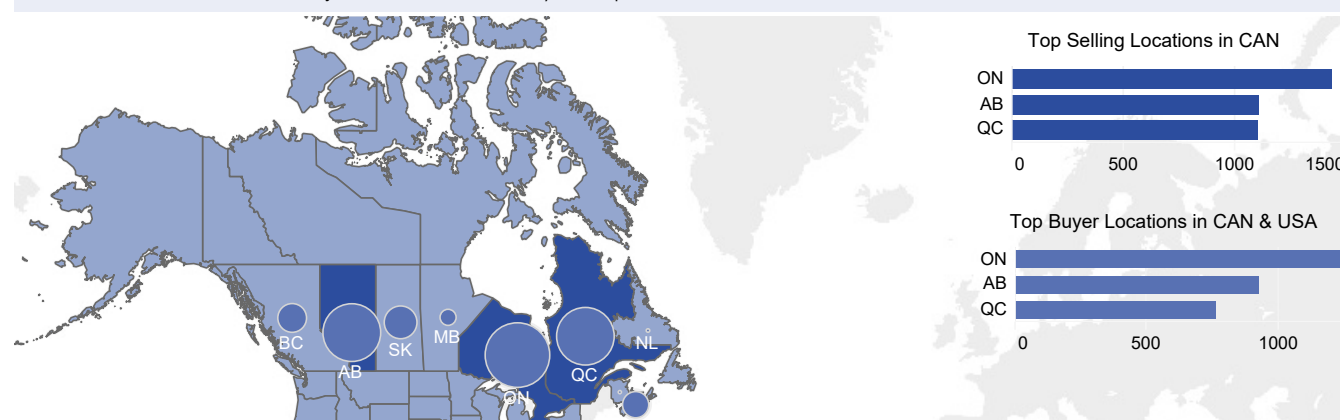


# Truck Tractors

July 1 - September 31, 2025 & July 1 - September 31, 2024



Volume of assets sold in CAN to buyers in CAN & USA | July 1 - September 31, 2025

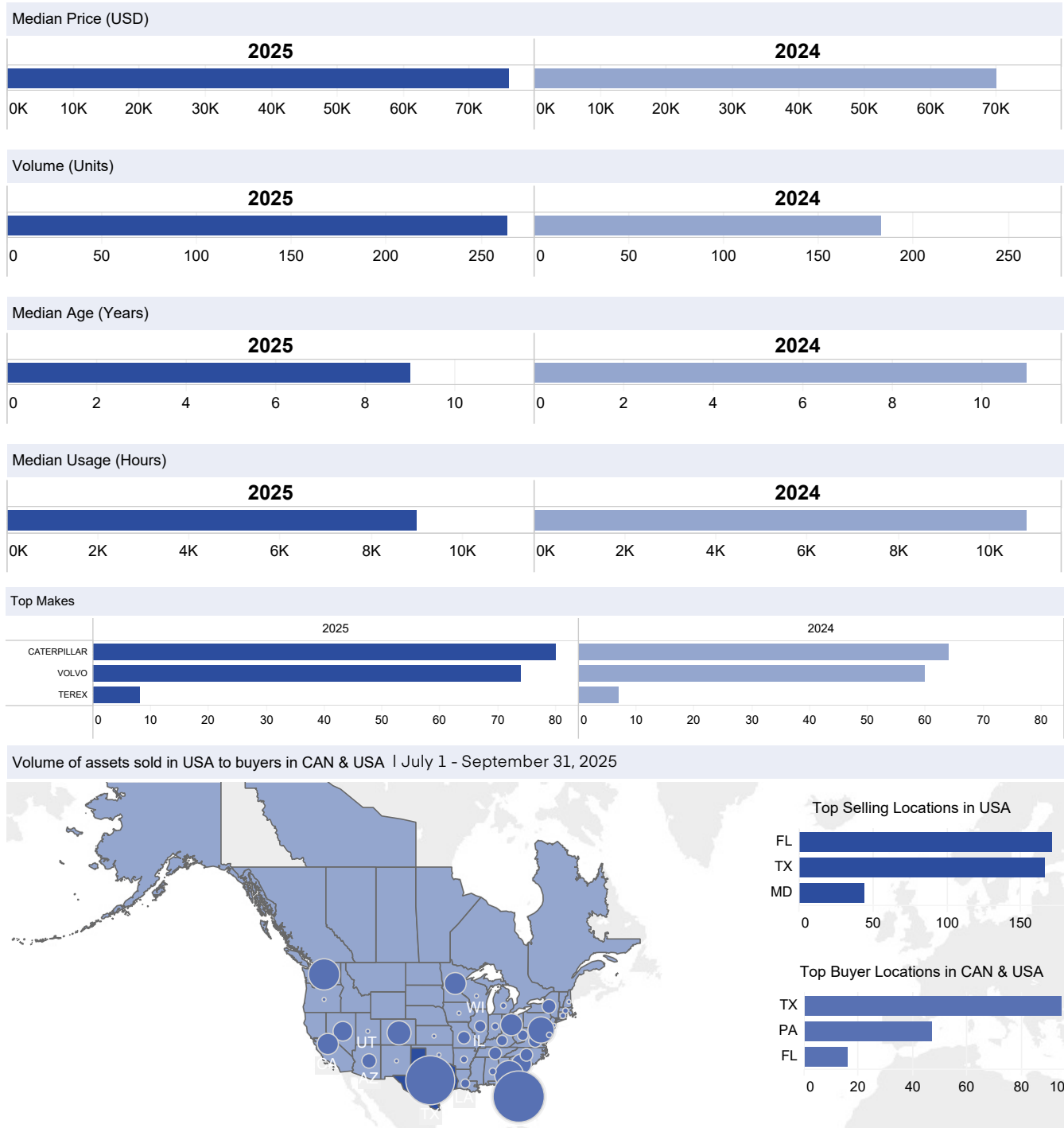


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# Articulated Dump Trucks

## July 1 - September 31, 2025 & July 1 - September 31, 2024



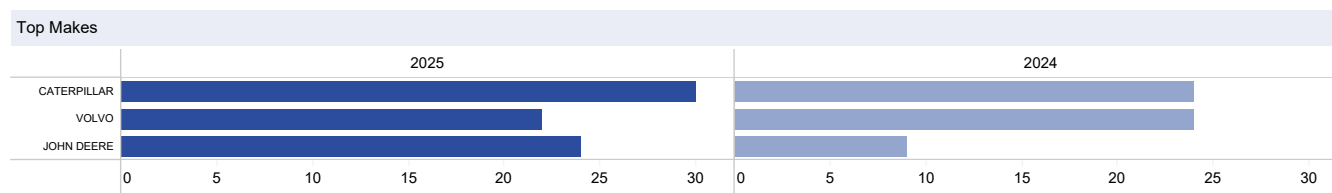
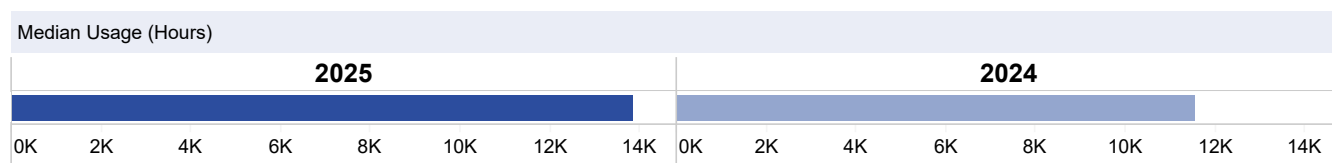
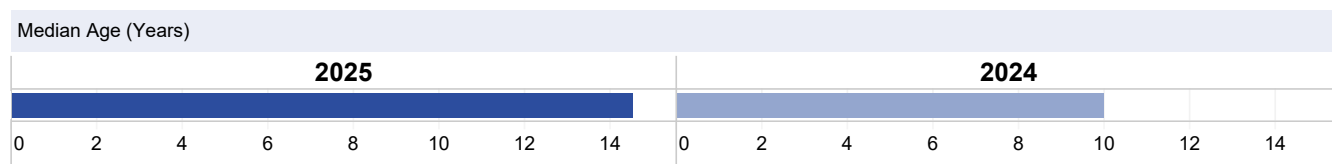
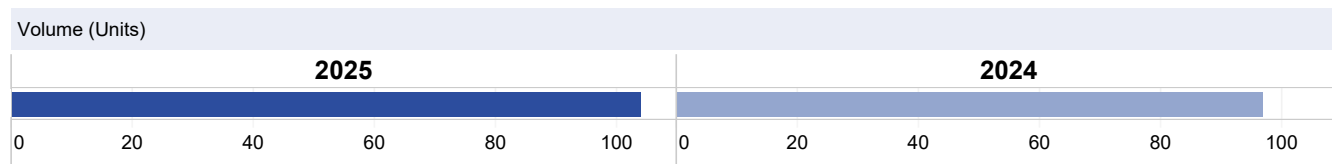
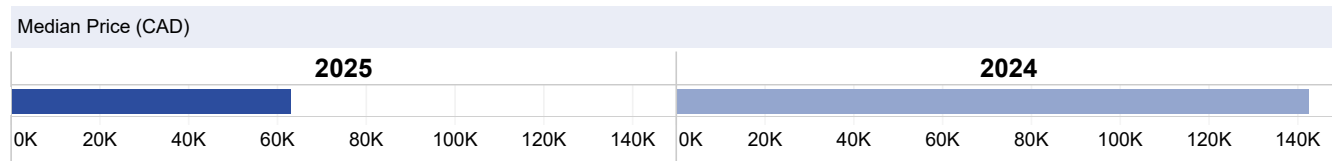
These figures are for used equipment at auction

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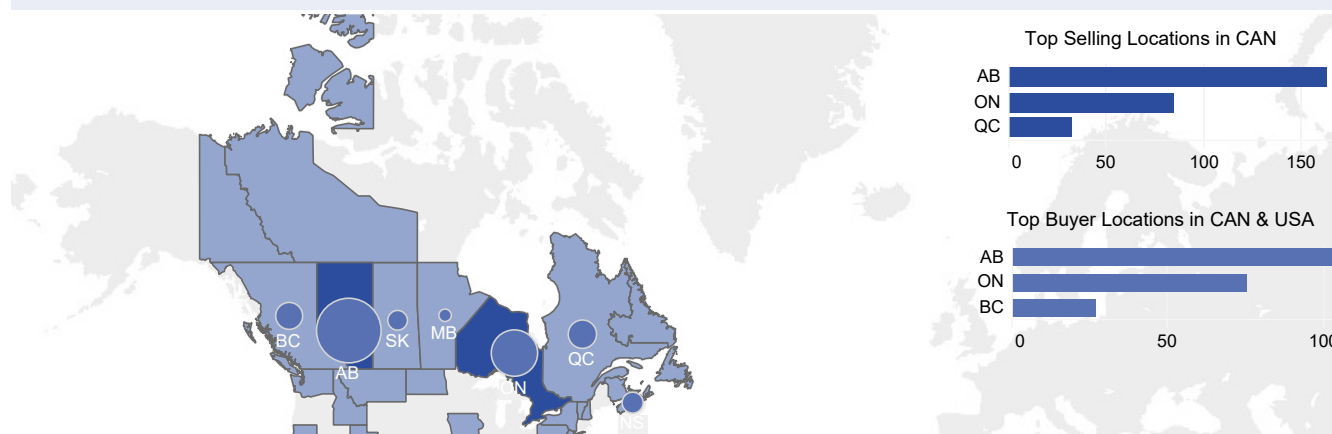


# Articulated Dump Trucks

July 1 - September 31, 2025 & July 1 - September 31, 2024



Volume of assets sold in CAN to buyers in CAN & USA | July 1 - September 31, 2025



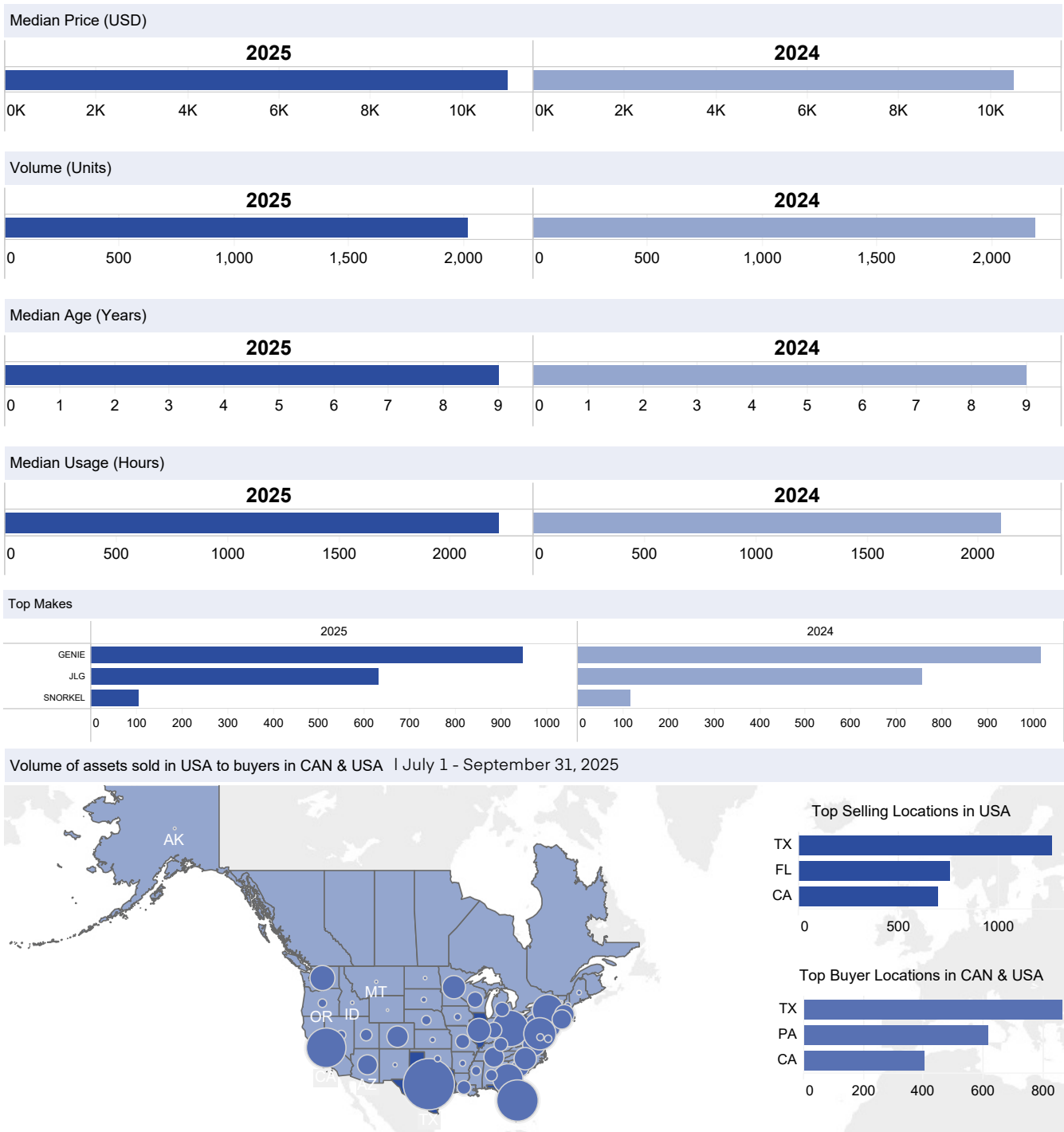
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# Boom Lifts

July 1 - September 31, 2025 & July 1 - September 31, 2024

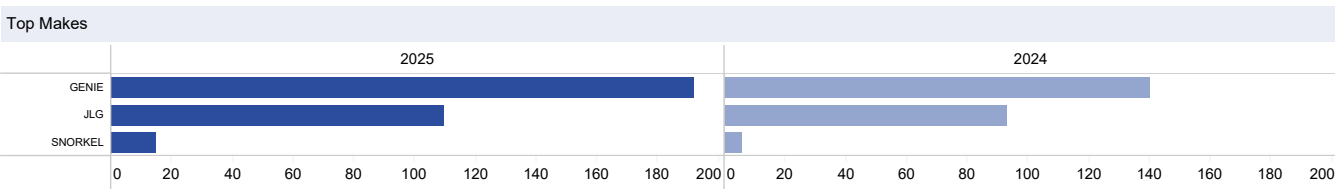
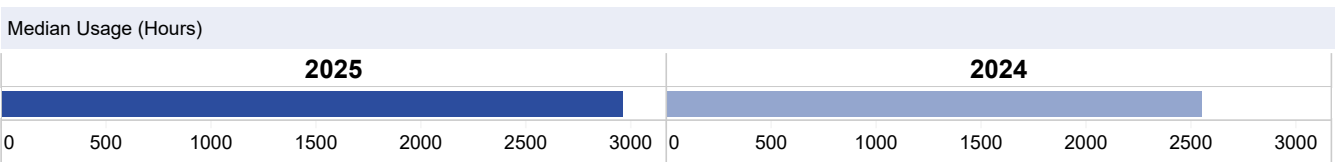
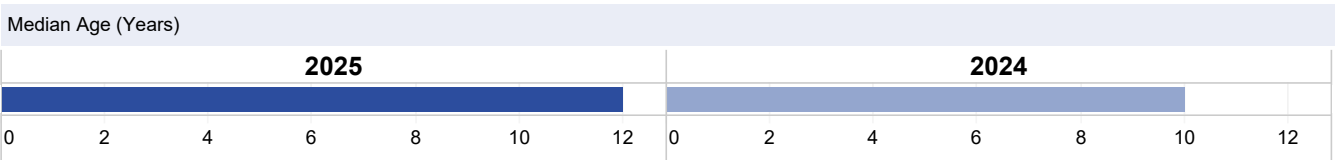
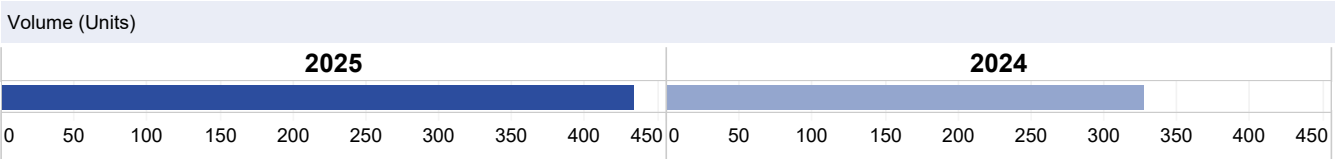
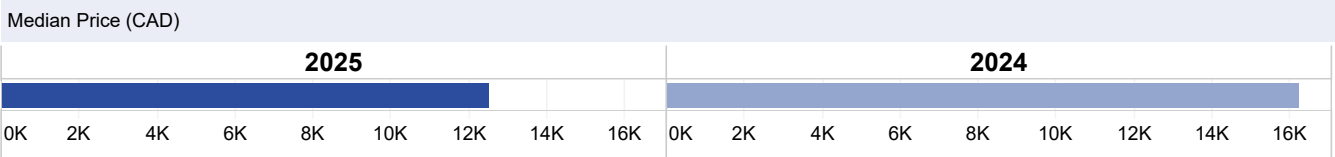


These figures are for used equipment at auction

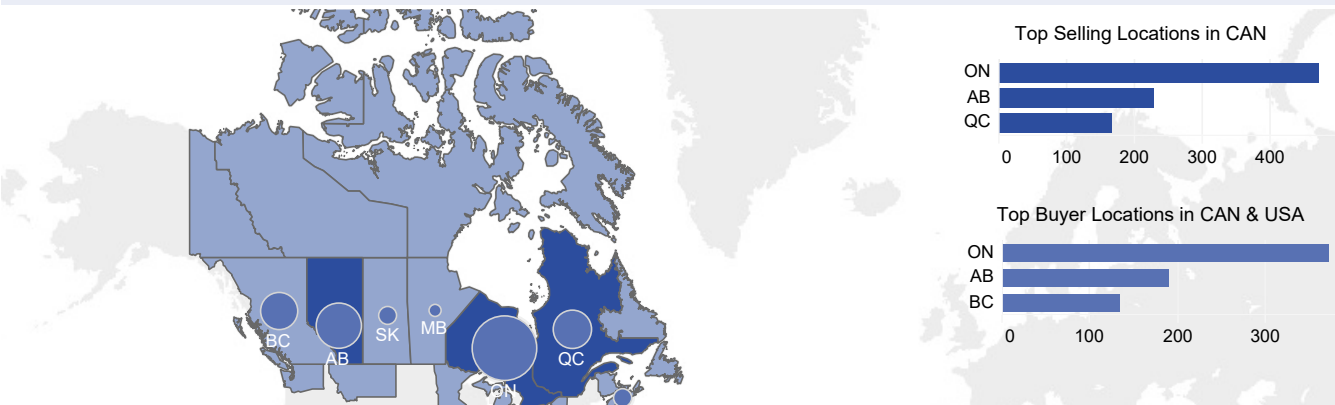
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# Boom Lifts

July 1 - September 31, 2025 & July 1 - September 31, 2024



Volume of assets sold in CAN to buyers in CAN & USA | July 1 - September 31, 2025

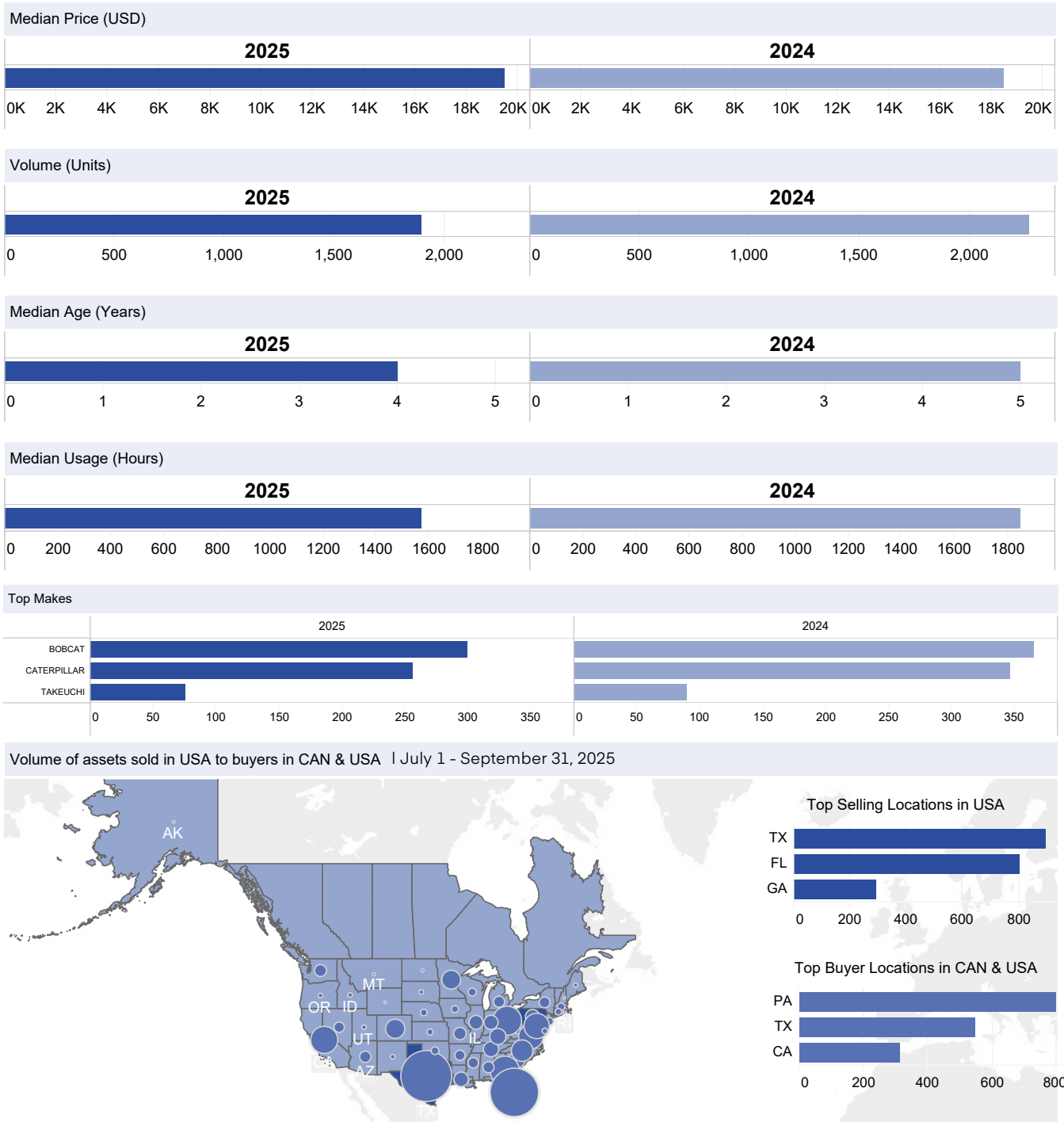


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# Multi Terrain Loaders

July 1 - September 31, 2025 & July 1 - September 31, 2024

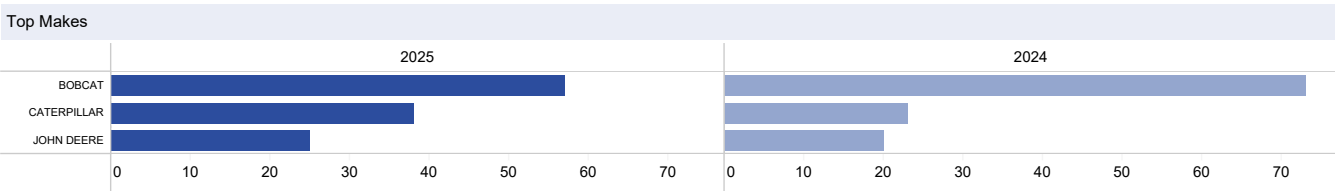
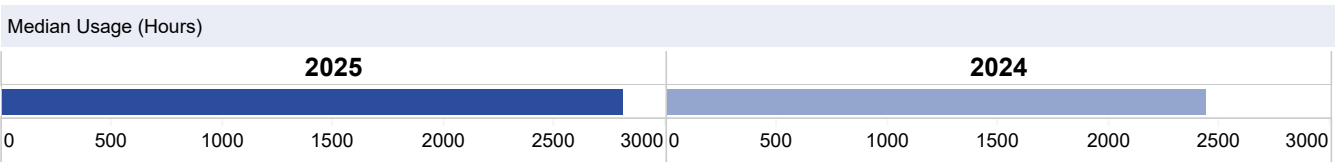
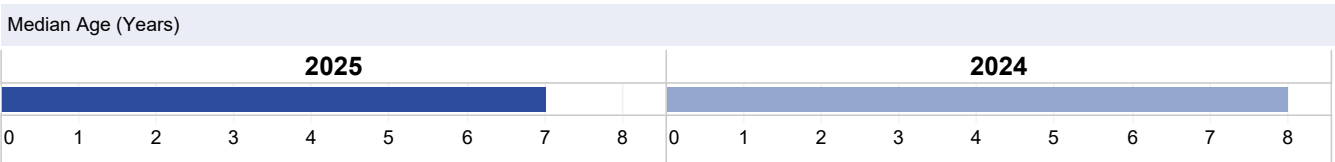
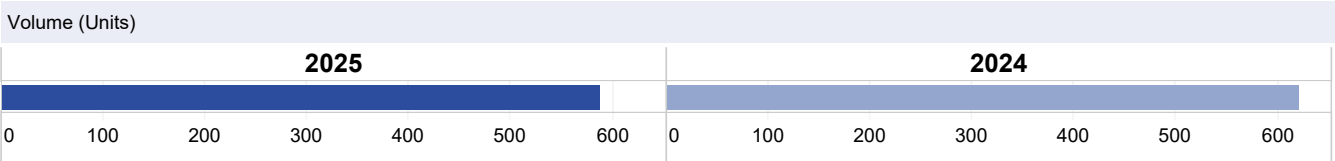
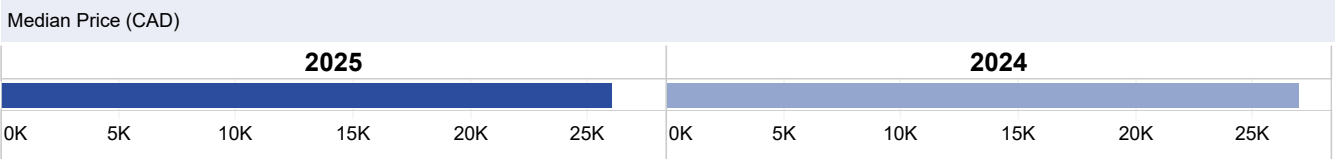


These figures are for used equipment at auction

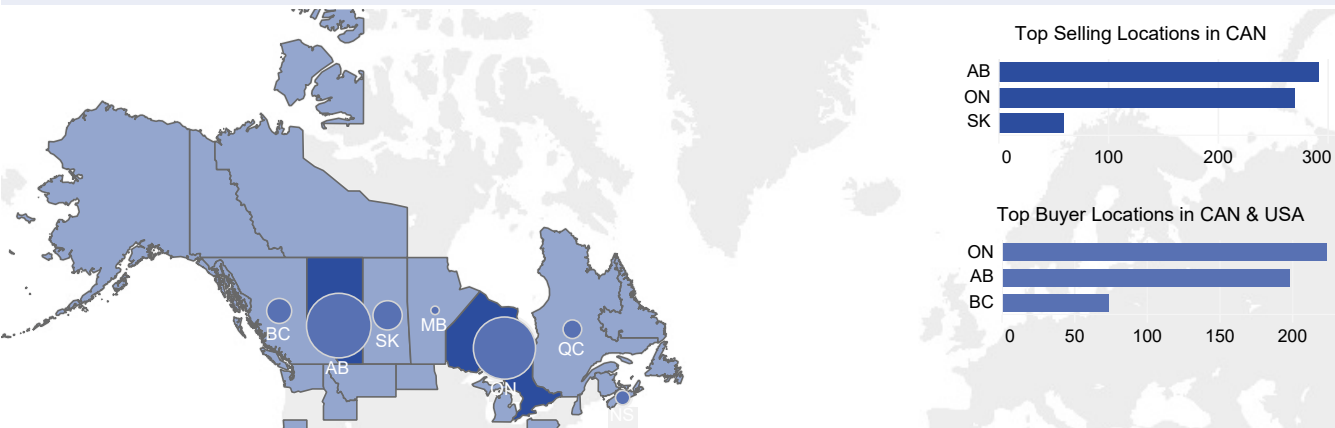
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# Multi Terrain Loaders

July 1 - September 31, 2025 & July 1 - September 31, 2024



Volume of assets sold in CAN to buyers in CAN & USA | July 1 - September 31, 2025



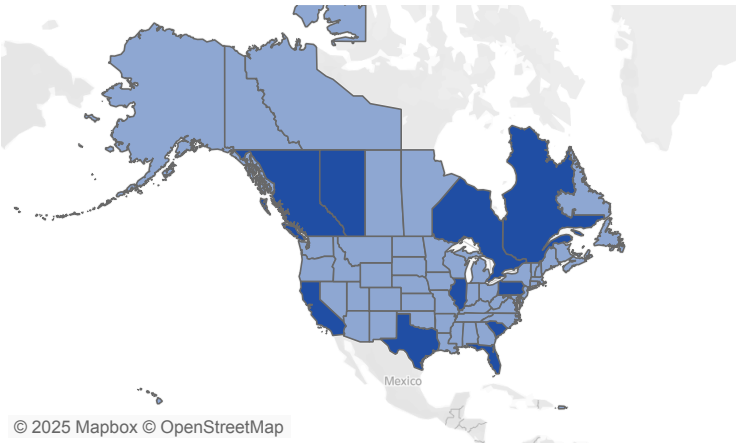
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# Seller & buyer maps for July 1, 2025 to September 31, 2025

Based on value of transactions (USD)

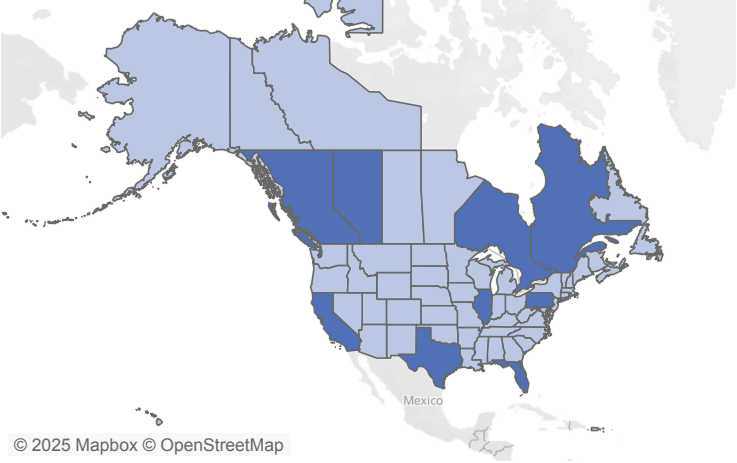
## Seller Map - North America



### Top 5 selling regions:

- Texas, USA
- Alberta, Canada
- Ontario, Canada
- Florida, USA
- Pennsylvania, USA

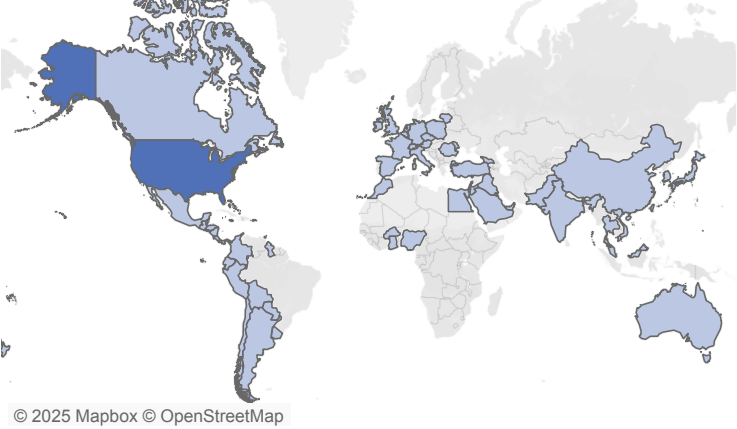
## North America Buyer Map



### Top 5 buying regions:

- Texas, USA
- Alberta, Canada
- Ontario, Canada
- California, USA
- Florida, USA

## International Buyer Map



### Top 5 buying countries (outside the United States and Canada)

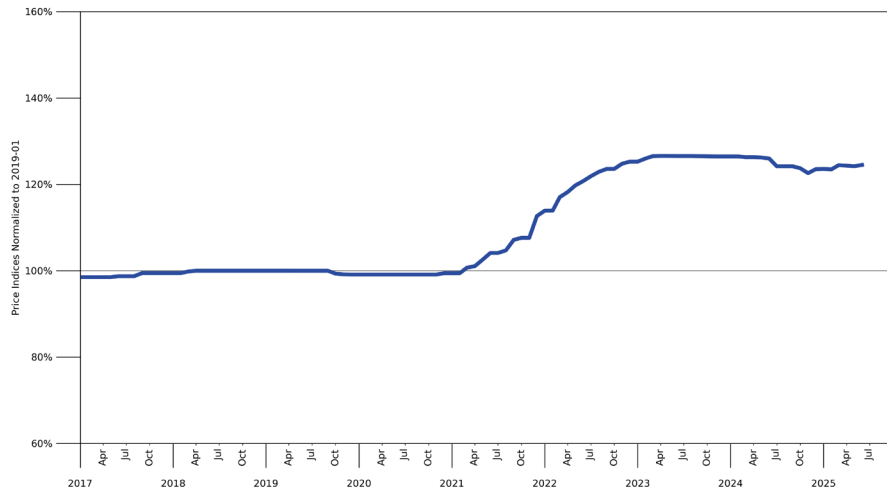
- Australia
- Peru
- Great Britain
- Egypt
- Vietnam

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# Retail Used Equipment Market from Rouse

Construction and transportation prices in the U.S. both changed by less than 1% from last quarter (Q2 2025). Construction increased by approximately 1%, with slight price drops in July, followed by a steady increase in August and September. Transportation dropped by less than 1% from the previous quarter.

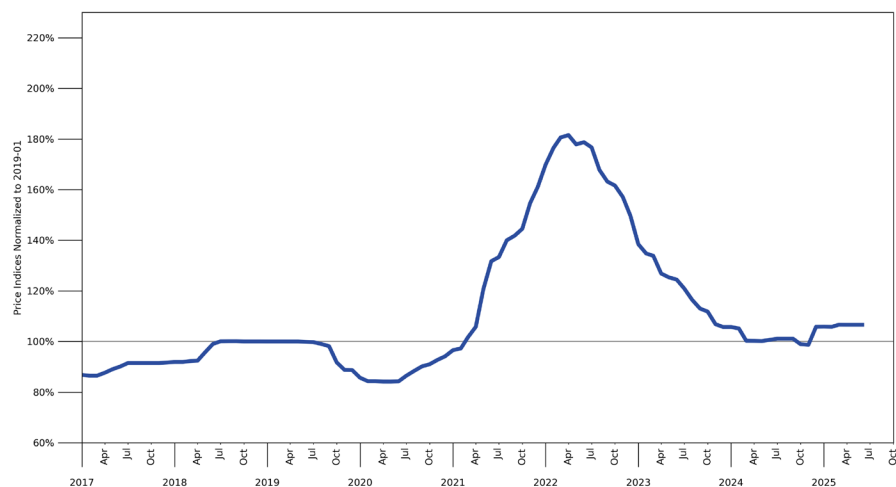


## Rouse Retail Value Index Construction

Retail construction values have increased by about 1% from the last quarter (Q2 2025)

## Rouse Retail Value Index Transportation

Transportation values have decreased by less than 1% from the last quarter (Q2 2025).



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