



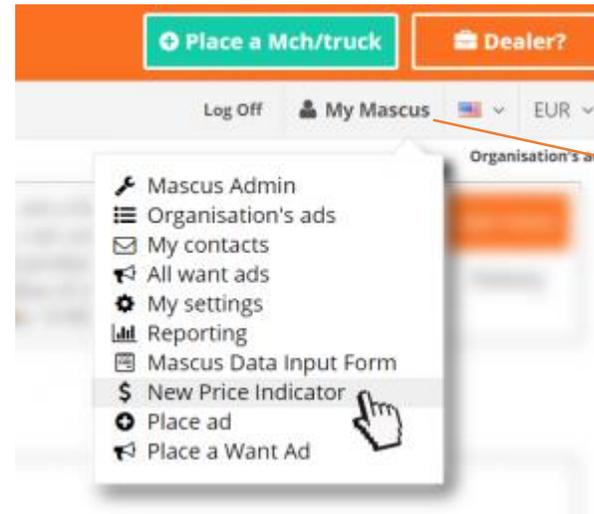
Userguide

Mascus Price Indicator



Mascus Price Indicator

Start by logging in on Mascus



Access

To access the Mascus Price Indicator, **login** to Mascus, click on **My Mascus** button next to the log off button and finally, click on **New Price Indicator**.



Mascus Price Indicator

Start by entering the machine information:

Brand
The system will auto-suggest brands based on the first letter(s) you enter.

Brand
Type in brand to auto search

Model
Type in model to auto search

Model
The system will auto-suggest models based on the first letter(s) you enter.

Year
-Choose-

Meter readout

Calculate

Year (Manufacturing year)
Select the year from the list of manufacturing years available for this model based on the observed items.

Meter readout
If the meter readout for your equipment differs extensively from the average in our statistics, a notification message will pop-out.

Mascus Price Indicator



Category

After inserting a make and model, all categories where this specific make and model is available on Mascus will be auto-suggested.

Brand

Model

Category - Auto suggested

Select Construction > Excavators > Crawler excavators

Select Construction > Excavators > Amphibious Excavators

Select the category best matching your machine to continue. If only one category is available, this will be selected automatically.



Mascus Price Indicator

Matching

The system shows by default the number of exact matches for the specified machine (make, model and year).

These limits can be expanded to include more machine in your calculation.

Brand: Caterpillar x

Model: 320 EL x

Category: Construction > Excavators > Crawler excavators [Change](#)

Year: 2014

Meter readout: 3000 hours

Calculate

Expand selection

- Exact match (18)
- Exact match (18)
- Expand range by +/- 1 year (65)
- Expand model range (26)
- Expand both (81)

Choices to expand

Expand range by +/- 1 year: Included objects in the matching that has a manufacturing year +/- 1 year of the specified year.

Expand model range: Lets the system include models that are not perfect matches but similar.

Expand both: The two above are applied.



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Check for the range of values displayed in the top right part of your screen:

Suggested price

The lowest and highest prices for this type of machine, based on our data on the machines observed so far.

The screenshot shows the Mascus website interface. At the top, there are tabs for 'Trade-in', 'Saved Trade Ins', and 'Finance'. Below this, there are search fields for 'Brand' and 'Model', and a 'Calculate' button. A 'PRICE INDICATOR' overlay is visible, showing the suggested price range (65,694 - 83,559 EUR), price quality indicator, and price range indicator. The overlay also shows 'Used in calculation' (5) and 'Total number of listings' (63).



Price quality indicator

A mathematically calculated indication of how precise the value estimation is. This takes many different factors into consideration such as quantity of observations, spread of the data, etc.

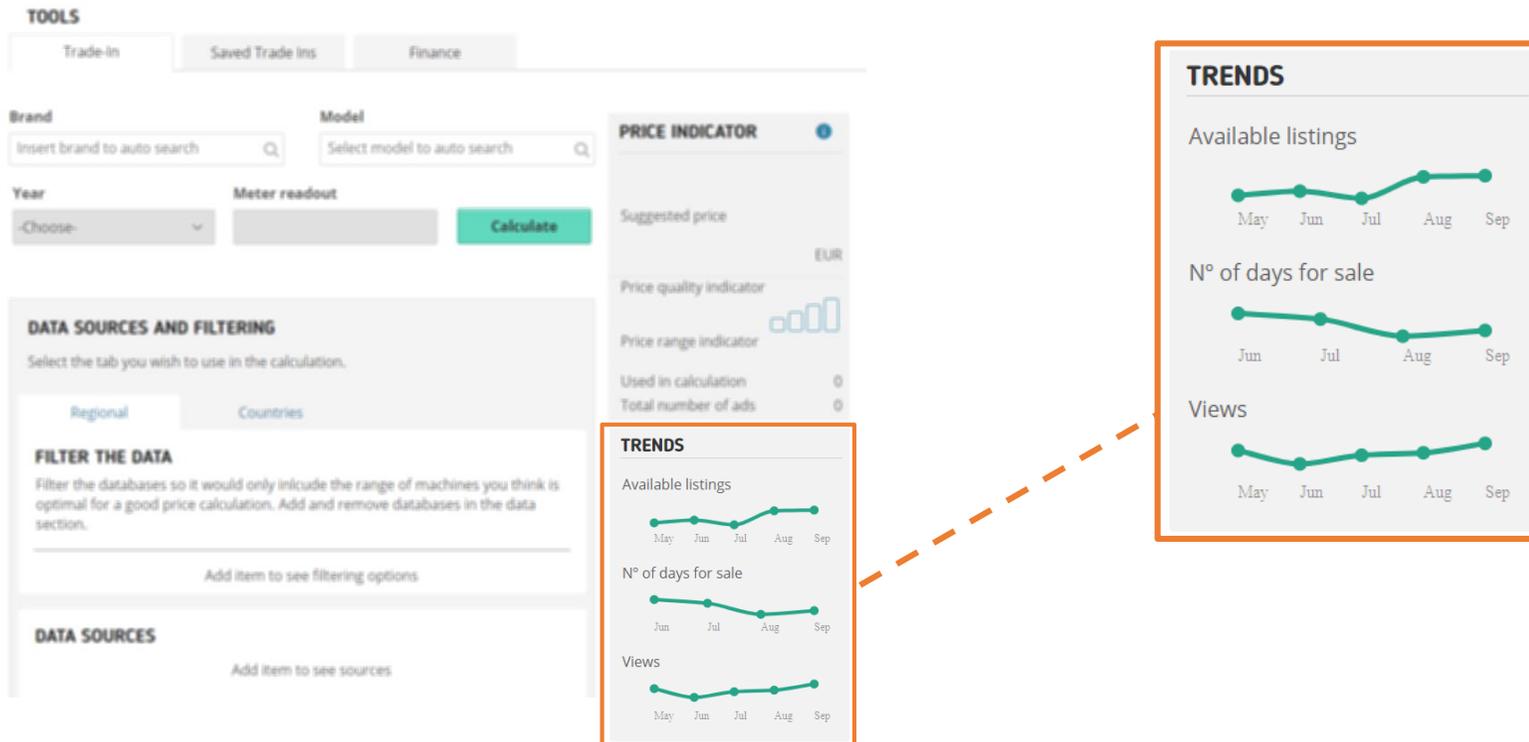
Price range indicator

A histogram showing the distribution of the available observations where the horizontal axis represents the price and the vertical axis represents the quantity of machines observed.



Mascus Price Indicator

Market data (trends) are displayed in the bottom right part of your screen:



Trends
This data provides more insights about the market for this machine.

Mascus Price Indicator



To further enhance the price assessment, access the tools under **Data sources and Filtering** section:

DATA SOURCES AND FILTERING

Regional Countries

FILTER THE DATA

You can optimize the calculation by filtering the data below (meter readout and data sources). In the "Data sources" section, feel free to add or remove sources.

Meter readout range (read only)

2381 - 6225 hours

Top options for your machines

<input checked="" type="checkbox"/> Bucket (2)	<input checked="" type="checkbox"/> Air conditioning (1)
<input checked="" type="checkbox"/> Hammer hydr. function (2)	<input checked="" type="checkbox"/> Auto / hydraulic quick ... (1)
<input checked="" type="checkbox"/> Quick coupler (2)	<input checked="" type="checkbox"/> Hammer/shear hydr. c... (1)

DATA SOURCES

▶ MASCUS Northern Europe 4 source(s)

Meter state histogram

This shows the spread of different meter states for similar machines. Drag the sliders to widen or narrow the meter readout range you wish to use.

The system automatically excludes the ones with highest spread from the average. By widening the graph, you can include these as well.

Top options for your machine

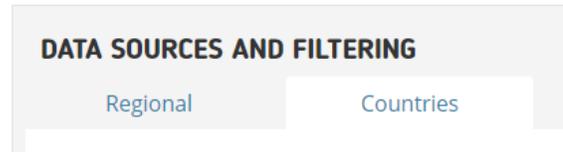
Narrow down the search based on listed options. This list is based on the input of various sellers placing ads on Mascus and might differ from the actual options of your machine.

By selecting some of the options available, you narrow down the search to include just machines that meet those criteria.



Mascus Price Indicator

The system adds your region by default when searching for data. It also shows only data points that are up to two years old. To narrow down the search to individual countries, click on the **Countries** tab and select which countries to be included in your analysis.



You can also choose to widen the search to more regions by adding an additional region.

Add source

First, select the region and the maximum age of the statistics.

After clicking **Add**, the sources from that region will be added.

Add data source

Western Europe ▾ Last six months Last year Last two years Add



Mascus Price Indicator

Click on **Region source** to expand it and look into data in detail:

The system will preselect the ads matching your machine that also have a price on them. In this case, on historic ads the 4/54 means that there are 54 similar machines in our statistic database but only 4 ads with prices were chosen to be included in the analysis.

Historical ads data: data from items previously for sale, but now removed from Mascus.

Live ads data: data from items currently for sale on Mascus.

Private ads data: data from items previously for sale on Mascus, similar to the historical data. The difference is that these listings were published by private users and not by registered dealers or traders.

Auction ads data: data from machines sold through international auctions.

DATA SOURCES						
MASCUS Northern Europe 4 source(s)						
Historical listings data	4/54	MIN 65,694	AVG 70,098	MAX 77,054	Used in calculation <input checked="" type="checkbox"/>	Adjust % + -20 -
Live listings data	0/7	MIN 0	AVG 0	MAX 0	Used in calculation <input checked="" type="checkbox"/>	Adjust % + -15 -
Private listings data	1/1	MIN 83,559	AVG 83,559	MAX 83,559	Used in calculation <input checked="" type="checkbox"/>	Adjust % + 0 -
Auction listings data	0/1	MIN 0	AVG 0	MAX 0	Used in calculation <input checked="" type="checkbox"/>	Adjust % + 5 -

The **MIN AVG MAX** for each source shows the smallest, largest and the average values.

The **Adjust** lets you decide how the data from this source should be treated. With this function you can decrease the value for live ads to come down to a fictional real sales price. The system has added default values, but you can change these according to your own market experience.

You can remove one of the sources from the calculation by unchecking the green button.



Mascus Price Indicator

Click on the number of ads to open a complete list with all the individual observations.

DATA SOURCES

▼ MASCUS Northern Europe 4 source(s)

Historical listings data 4/54 MIN 65,694 AVG 70,098 MRX 77,054 Used in calculation
 Adjust % + -20 -

Live listings data 0/7 MIN 0 AVG 0 MRX 0 Used in calculation
 Adjust % + -15 -

Private listings data 1/1 MIN 83,559 AVG 83,559 MRX 83,559 Used in calculation
 Adjust % + 0 -

Auction listings data 0/1 MIN 0 AVG 0 MRX 0 Used in calculation
 Adjust % + 5 -

Filter the data by using the functions on top.

Click on table headers to sort the list according to the values in that column.

The **Days** show how many days the item has been for sale or how many days it was for sale before being removed.

The **Date** shows when the item was originally listed on Mascus.

You can individually check the ads you want include in your analysis or uncheck the ones you want to exclude.

Live ads will display a **Details** icon you can click on to get to the live product card.

MASCUS Northern Europe - Historical listings data

Show

Selected Show exact match

	Description	Year	Price	Days	Meter	Country	Date	Details
<input type="checkbox"/>	Caterpillar 320	2014	6134	202	0	UK	14/05/2015	
<input type="checkbox"/>	Caterpillar 320 EL	2014	0	46	0	UK	04/05/2017	
<input type="checkbox"/>	Caterpillar 320 EL	2014	0	232	0	UK	29/04/2019	
<input type="checkbox"/>	Caterpillar 320 EL	2014	0	54	4758	UK	05/08/2019	
<input type="checkbox"/>	Caterpillar 320 EL	2014	0	114	6100	UK	15/02/2019	
<input type="checkbox"/>	Caterpillar 320 EL	2014	0	52	3127	UK	16/01/2018	

Cancel

Press **Confirm** when done or **Cancel** to reset all changes



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After all these steps have been completed, the system computes the average market value for your machine:

TOTAL
Average market value: Avg 70,500

The average price based on your filtering and adjustments of the sources taken into consideration.



Mascus Price Indicator

To further enhance the price assessment, you can enter additional information by expanding the **Notes & Comments** section:

☰ Add your own notes & comments

Comments

Add comment

Additional factors

You can add multiple factors by separating each of them with a comma eg. *New paintjob, New tyres.* and insert their positive or negative values to the final calculation.

Positive properties

Positive value

EUR

Add value

Negative properties

Negative value

EUR

Add value

You can add **Comments** to this price calculation which might be of importance for your team.

You can add **Positive or Negative properties** to the machine, which have not been considered yet, such as attachments or similar equipment.

The estimated (positive or negative) value for each additional equipment needs to be added manually.



Mascus Price Indicator

Once the price estimation is complete, the final summary and **Trade-In** calculation section is displayed:

If needed, you can adjust **My market value** to the correct value based on your experience. By default, the average value from the system is being displayed in this field.

To continue the trade-in value assessment, you must enter the **Sales margin** to the price, either in the currency or percentage field.

The estimated **Repair cost** and **Recondition cost** can be added, if needed.

The **Real value** field is populated with the suggested trade-in value for your machine on the valuation date.

Today's valuation

Valuation date	10/10/2019	
Meter state	3000	hours
My market value	<input type="text" value="76829"/>	EUR
Sales margin	<input type="text" value="0"/>	%
<small>Insert % or margin value</small>	<input type="text" value="0"/>	EUR
Repair cost	<input type="text" value="0"/>	EUR
Recondition cost	<input type="text" value="0"/>	EUR
Real value		

76,829 EUR

Future valuation

Future valuation date	<input type="text" value="01/10/2020"/>	
Meter readout state in future	3143	hours
Real value		

75,042 EUR

Print

Save

Save & start adding as new listing

Since the valuation and trade-in seldom happens on the same day, you have the option to enter a future trade-in date. The system will calculate a future value based on a normal market situation and that the equipment is used as it has been up to this point. This can be activated by selecting a future date in the calendar function.

When all is done you can choose to **Save** the price calculation on your account on Mascus, **Print** it, or attach it to an ad ready to be published on Mascus.