Iron
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IronGuides
Features Guide
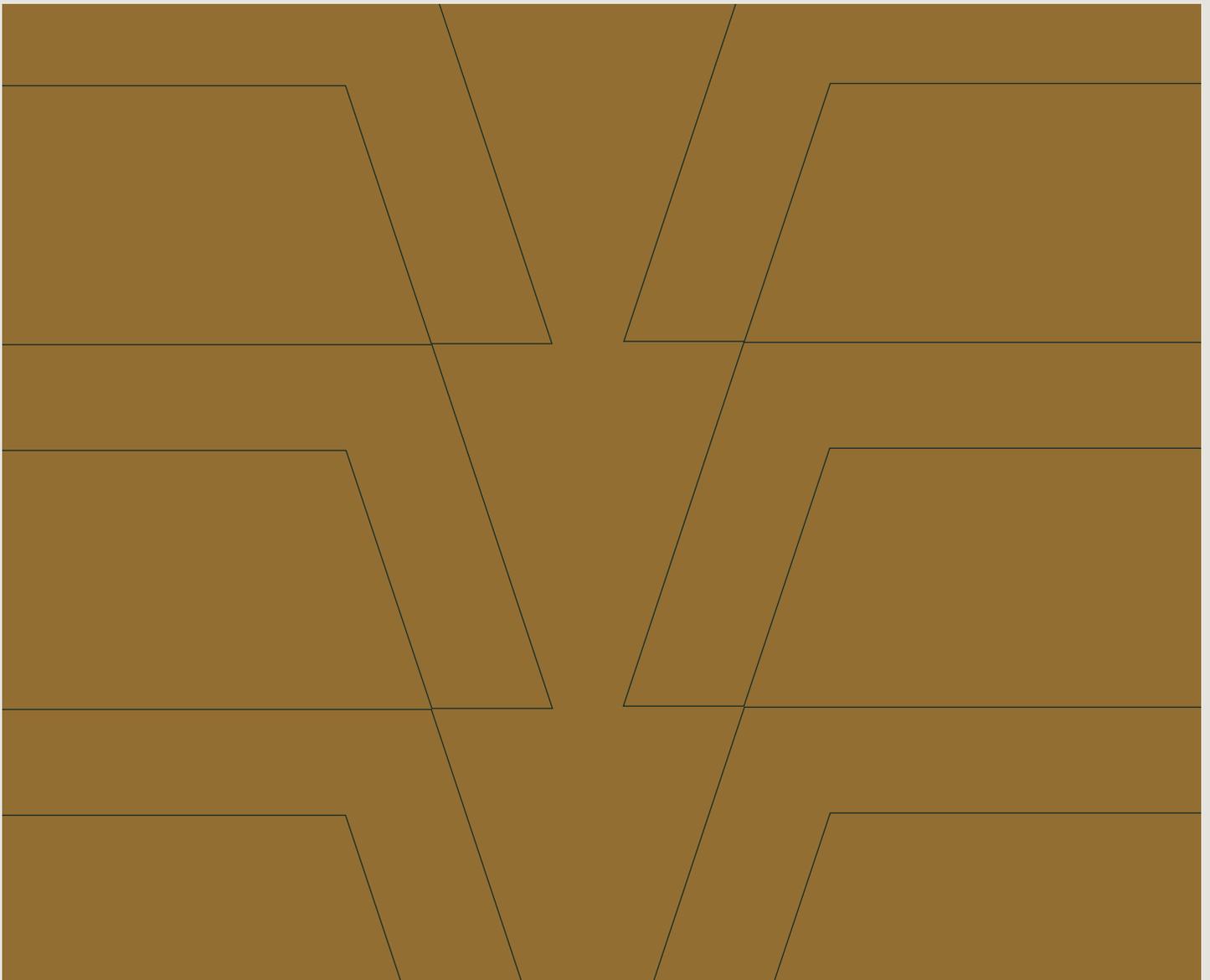
Table of Contents

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User Guide

The **IronGuides® Official Guide** is an advanced resource designed to provide precise valuations of used equipment, utilizing a proprietary algorithm that analyzes an extensive database of sales reports from dealers, auctions, and other relevant sources.

The listed price of a new model is presented solely for reference purposes, enabling users to compare the value of the used equipment. It is essential to note that these values should not be considered fixed prices but rather as starting points for negotiation and further assessment. Reconditioning and usage allowances are based on average industry data, and appraisers are encouraged to adjust these figures to reflect the specific condition of the individual unit.

By offering a range of valuation categories, the **IronGuides® Official Guide** equips dealers, appraisers, and financial institutions with a reliable, data-driven framework for determining fair and informed pricing in the used equipment market.

The guide suggests an appropriate selling price based on these evaluations, with the following key components:

1. **Retail Advertised Price:** The retail price that a dealership may advertise for the unit. This price generally includes a reasonable margin above the Resale Cash Value to accommodate potential cash discounts or promotional offers. It is intended to reflect the market-facing value of the equipment, offering flexibility in pricing strategies.

2. **Resale Cash Value:** This value represents the expected selling price of the unit in its reconditioned state, reflecting its cash value after any necessary repairs or servicing. It serves as a starting point for determining the fair market price of a used unit and is adjusted based on specific equipment options and usage history.

3. **Trade Value Premium:** A higher trade value designated for equipment in above-average condition. This figure is derived from the Resale Cash Value after accounting for reconditioning costs and a gross profit margin. It is applicable to equipment that is well-maintained and requires minimal repairs before being resold.

4. **Trade Value Rough:** This category reflects the value of equipment in poor condition, characterized by rough usage, lack of regular servicing, and inadequate storage. It is intended for units that have been heavily utilized or poorly maintained, such as tractors with extensive front-end loader use or implements exposed to harsh conditions. A reconditioning value will still need to be placed on this piece of equipment based on its individual needs to reach a retail condition.

5. **Average Wholesale:** This price represents the mean value of equipment sold through wholesale channels, including estate auctions, dealer inventory liquidations, and dealer-to-dealer transactions. It serves as a benchmark for determining the liquidity of the equipment, particularly when disposal via auction or wholesale methods is necessary. This value is commonly used by manufacturers and financial institutions to set loan or floor plan limits.

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User Interface Features

1. **Unified Search Bar:** This consolidated search makes it easier than ever to look up equipment values across all categories supported by the guide—including tractors, combines, cotton pickers, sprayers, and more.

2. **Expanded Search Functionality:** Users can search for types such as planters, air seeders, grain carts, and more. While valuation data for these types **may not be available in the standard IronGuides format,** users will be seamlessly directed to our Comparables tool when relevant data exists. For example, searching for a Case IH 1255 Planter will prompt a message indicating that the model is not covered in IronGuides—but that comparable sales data is available. Selecting **"View Comparables"** will take users directly to the relevant insights in the Comparables tool.

3. **A Streamlined Appraisal Process:** The interface simplifies the appraisal workflow by reducing clutter and helping users focus on the most relevant options and specifications for accurate evaluations.

4. **Integrated Options and Standards Specifications Modules:** When adding options to an appraisal, users simply select the **"Add Options"** button to open a clean, interactive module.

Start Appraisal
Start a new appraisal or view comparable sales

Search by Make or Model

8250

Ex: 1775 NT John Deere Planter, 8250 Case IH Combine

Make	Model	Type
AGCO Hesston	8250	Windrower
AGCO Hesston	8250S	Windrower
Case IH	8250	Combine
Case IH	8250H	Combine
Massey Ferguson	8250	Tractor

Start Appraisal
Start a new appraisal or view comparable sales

Search by Make or Model

Case IH 1255 Planter

Ex: 1775 NT John Deere Planter, 8250 Case IH Combine

The **Case IH 1255 Planter** is not covered in IronGuides but we have some data in our Comparables tool.

2 View Comparables

Options and Specs

Options
Add options from our options database to refine the appraisal values.
Custom Options
Define your own options as Custom Options.
Specs
Specs add more detail to the appraisal but do not impact values.

4 Add Options | Add Custom Options | Add Specs

Options Total $0

Usage

Sep hour
The Iron average is 546. You can adjust it if you know the actual usage.

546

Set variable usage-dependent rate

Usage Adjustment $0

Profit Calculator

Expected Cash Selling Price Subtotal		$399,870
My Adjustments	0%	$0
Final Expected Cash Selling Price		$399,870

Appraisal Summary
2023 Case IH 8250 Combine

Appraisal Date	Record ID
Jul 16, 2026	6519111
Guide	Region
Summer 2025 ∨	Alabama, US ∨

| Trade Premium	Resale Cash
$366,280	$399,870
Advertised	Net Trade-in
$415,870	$354,283

See All Values

See 766 comparables
Send to My Equipment

Download Appraisal

After making selections, clicking **"Apply Options"** will display only the chosen features —reducing screen clutter and focusing attention where it's needed.

5. **Description Column:** Within the **Options** module, you have additional context for each selectable feature. Many options include expandable fields, indicated by downward-pointing arrows. Clicking these reveals detailed information about the selected option, further supporting accurate and informed appraisals.
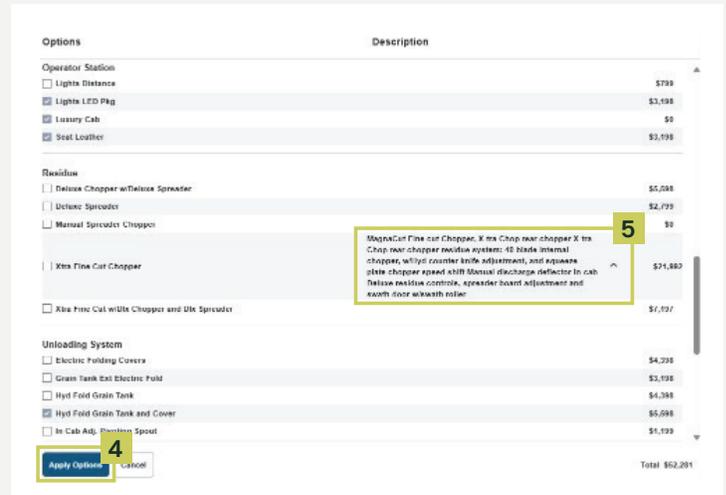
6. **Usage Module:** This feature provides average usage benchmarks based on the equipment's type, model, and year— sourced directly from verified dealer-sold data. After entering the actual hours for the machine being appraised, the system automatically calculates a usage adjustment. This value is then seamlessly integrated into the overall appraised price, helping users deliver more precise and data-backed valuations with minimal effort.
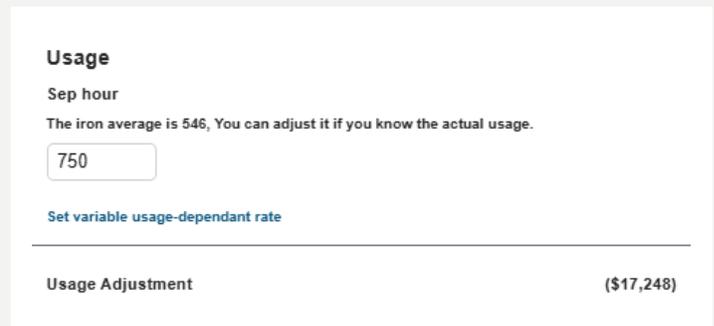
7. **Ability to Switch Regions or Guides Mid-Appraisal:** This eliminates the need to start over or duplicate work when appraising the same equipment in different market areas. To use this feature, click the downward arrows next to the **"Guide"** and **"Region"** fields. The **Guide** dropdown allows users to select from any guide published within the past year, while the **Region** dropdown provides access to all seven IronGuides regional markets. This added flexibility streamlines workflows and ensures users can quickly adapt appraisals to different geographical or market contexts.

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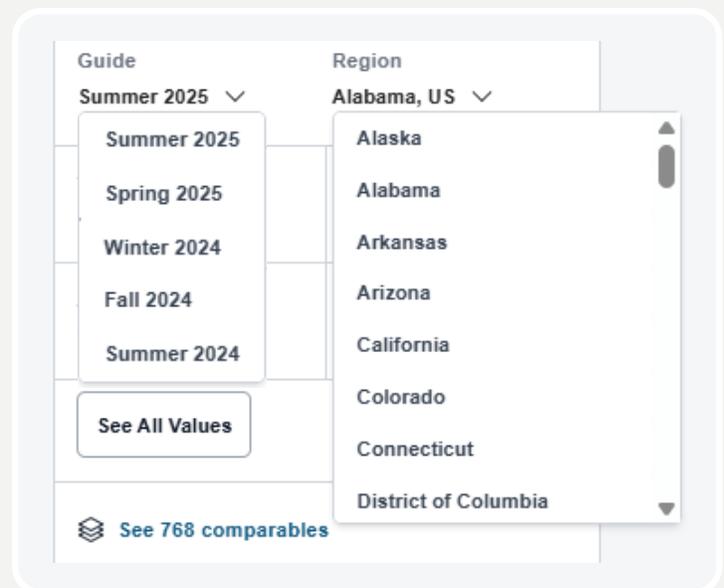
8. **See All Values:** After completing your appraisal, simply click **"See All Values"** to view the full IronGuides values table. This table displays all five IronGuides benchmark values, along with any adjustments made during your appraisal process—providing a clear, side-by-side view of how your inputs impact the final valuation. It's a transparent, user-friendly way to finalize and validate your appraisal results.

Full Value Table ⊗

|	Floor Plan	Wholesale	Trade Rough	Trade Premium	Resale Cash	Advertised
Iron Base Value	--	$319,130	$326,390	$366,280	$399,870	$415,870
Usage Adjustment	--	($17,248)	($17,248)	($17,248)	($17,248)	($17,248)
Options	--	$52,281	$52,281	$52,281	$52,281	$52,281
Reconditioning	--	--	$0	$0	--	--
Adjusted Total	--	$354,163	$361,423	$401,313	$434,903	$450,903

9. **Profit Calculator:** This module remains largely consistent with the version available in the previous tool, preserving the familiar functionality users rely on to assess potential margins and resale value.

Profit Calculator

Expected Cash Selling Price Subtotal		$434,903
My Adjustments	0%	$0
Final Expected Cash Selling Price		$434,903
Reconditioning / Work Order		$5,600
Delivery Allowance		$0
Other Adjustments	0%	$0
Dealership Margin	10%	$43,490
Net Trade-In		$385,813

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Comparables Features

1. **Similarity Score:** Evaluates how closely each comparable matches your appraised equipment by model year and the value of selected options.
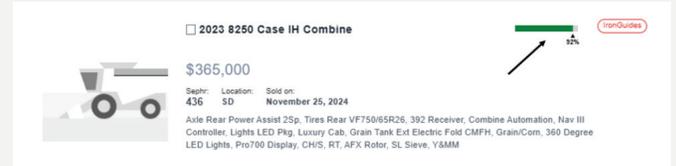

2. **Enhanced Filtering Capabilities:**

   ▪ Date Range: Filter transactions from the past 365 days down to the last 30 days.

   ▪ Usage Hours: Set minimum and maximum usage thresholds.

   ▪ Options: Compare equipment with matching features—option descriptions are now normalized to align with those in the appraisal. *(Not available in the Advertised tab)*

   ▪ Region: Filter results by any of the 7 official guide regions.

   ▪ Model Year: Set a minimum and maximum year range.

   ▪ Sold Reports: If you're a reporting dealer, you can choose to view only your sold data or compare it against all other dealer-sold data. *(Not available in the Advertised tab)*

3. **Interactive Scatter Chart Visualization:**

   ▪ Displays the appraised value of your machine in relation to comparable data points.

   ▪ Hover over individual data points to view detailed information about each comparable.

   ▪ Update the data points and axis scales based on your selected filters, ensuring the chart reflects only the most relevant data for your analysis.
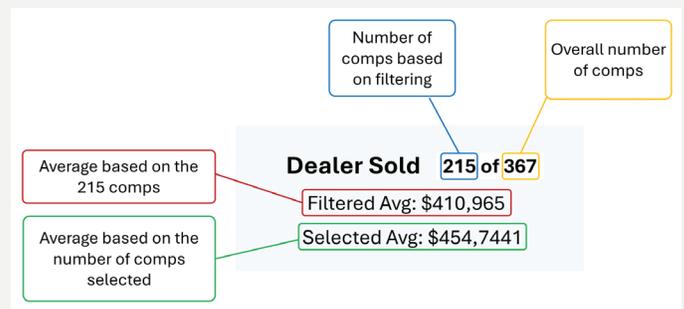

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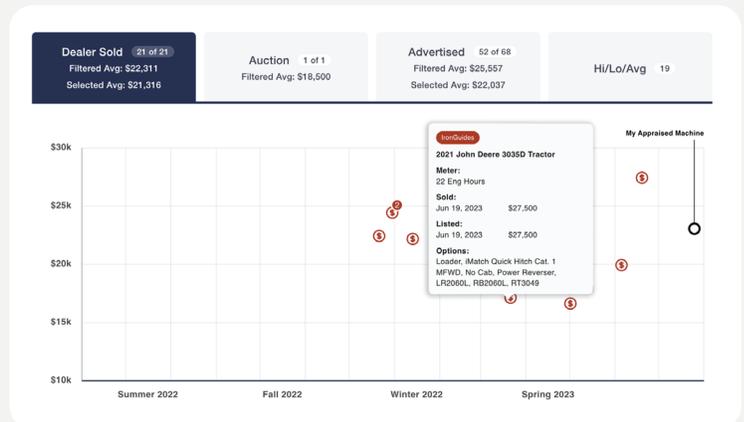
4. **Summary Tab: High/Low/Average Insights:** The fourth tab in the tool provides a summary view displaying the high, low, and average values based on the comps you've selected across sold, auction, and advertised data.

Dealer Sold 21 of 21	Auction 1 of 1	Advertised 52 of 68	Hi/Lo/Avg 31
Filtered Avg: $22,311	Filtered Avg: $18,500	Filtered Avg: $25,557	
Selected Avg: $23,142	Selected Avg: $18,500	Selected Avg: $26,995	

High/Low/Average of Selected Comps
Selected Comps are included in Appraisal Export

	Sold 15	My Sold 0	Auction 1	Advertised 15
High	27,500	--	18,500	38,999
Average	23,142	--	18,500	26,996
Low	17,200	--	18,500	22,500

This feature offers a quick snapshot of market trends, helping you better understand where your appraised equipment stands in relation to current market activity.

5. **Data Summary Metrics Across All Tabs:**

   - Total Data Points: The overall number of comps available before filtering.
   - Filtered Data Points: The number of comps that meet your applied filter criteria.
   - Filtered Average: The average value of the filtered data set.
   - Selected Average: The average value based on the specific comps you have manually selected.

Number of comps based on filtering
Overall number of comps
Average based on the 215 comps
Average based on the number of comps selected

Dealer Sold 215 of 367
Filtered Avg: $410,965
Selected Avg: $454,7441