

## Overview

The BFMV Benchmark Report for Pre-Owned Medical Equipment Prices was developed by BuckheadFMV (“BFMV”) as a resource for healthcare and valuation professionals who need to know what certain pre-owned medical equipment models are worth in today’s market.

The report is divided into three sections:

- Section I: Price benchmarks are sorted by equipment category
- Section II: Price benchmarks are sorted by manufacturer/brand name
- Section III: Price benchmarks are sorted by model name or number

Data in the report reflect price information obtained from publicly available, published sources. BFMV staff searched for and inputted all data during the 24-month period prior to the report date. Sources include, but are not limited to, online auctions, online and print equipment classifieds, and used medical equipment dealers. Price information reflects offers for sale, advertised prices, and actual reported sales prices for functional, pre-owned medical equipment being marketed to end users. Price information does not include reported shipping, tax, or transaction costs.

Benchmarks were developed in collaboration with Northrup Analytics & Solutions, LLC. For price benchmarks to be reported for an item, there must be at least ten samples. The report includes price benchmarks for more than 735 different models of equipment, with an average sample size of 16.5 per model. Benchmark percentiles are reported at the 25<sup>th</sup>, 50<sup>th</sup>, 75<sup>th</sup>, and 90<sup>th</sup> levels. Average prices are also presented. Based on our research, BFMV concludes that higher pricing for an item generally reflects one or more of the following:

- Newer age
- Better condition or refurbishment
- Additional accessories or add-ons
- Seller warranty or other offers such as item delivery, return policy, etc.

## Data Limitations

- BFMV is not providing an opinion of value for any medical equipment described in this report.
- BFMV is not providing a guarantee that buyers or sellers of medical equipment can buy or sell medical equipment at the benchmark levels described in this report.
- BFMV has relied on publicly available, published offers for sale and sales prices that are assumed to be legitimate. BFMV has made no efforts to investigate or ensure their legitimacy.
- BFMV makes no claim that the benchmark data reflect all publicly available offers for sale or sales data for the medical equipment identified herein.
- BFMV has attempted to identify items by their correct manufacturer, brand, and model names. However, consolidation in the medical equipment industry and, in some circumstances, the marketing of equipment under multiple model and brand names, can cause inconsistencies that make the proper identification of certain pre-owned items difficult.