



The Inventory Reliance Score Report

November 2023

Vertical IQ and Lendovative are working together to provide the Inventory Reliance Score Report – a sales tool for lenders that provides financing to SMBs in the United States. Utilizing data from the Risk Management Association (RMA) relating to inventory and average industry growth rates, the Inventory Reliance Score serves as an indicator of how likely businesses in a specific vertical are to seek short-term working capital financing from lenders within the next 3 months.

If you would like to know more about the full scope of Vertical IQ's and Lendovative Technologies' services, reach out to either organization at info@verticaliq.com or info@lendovative.com.

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
New Housing For-Sale Builders	236117	64.9	4.2	6.91
Jewelry Stores	458310	59.2	1	6.05
Farm and Garden Machinery Wholesalers	423820	55.6	3.4	5.90
Used Car Dealers	441120	55.5	2.8	5.83
RV Dealers	441210	56.1	2.1	5.82
Boat Dealers	441222	51.1	2	5.32
Auto Parts Distributors	423120	48.5	4.0	5.25
Shoe Stores	458210	50	3	5.24
Residential Building Contractors	2361	47	4.7	5.12
Wineries	312130	46.0	5	5.07
Sporting Goods Stores	459110	48.2	2.3	5.05

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
Heavy Duty Truck Manufacturers	336120	45.2	4	4.95
Farm Machinery Manufacturers	333111	46.4	3	4.93
Motorcycle and Bicycle Manufacturers	336991	46.5	2.5	4.90
Beer, Wine, and Liquor Stores	445320	45.3	3.5	4.88
Household Appliance Manufacturers	3352	47	2	4.88
Home Centers & Hardware Stores	444110, 444140	46	3.2	4.87
Aircraft Engine & Parts Mfrs	336412, 336413	38.9	9.5	4.84
Motorcoach, Travel Trailer & Camper Manufacturers	336213, 336214	43.6	4	4.80
Motorcycle Dealers	441227	46	2	4.79
Tobacco and Smoke Shops	459991	45.1	2	4.66
Musical Instrument & Supply Stores	459140	45.5	0.5	4.60
Single-Family Home Builders	236115	42.2	3.8	4.60
Dollar and General Merchandise Stores	455219	42.7	3.1	4.58
Utility, Cargo and Specialty Trailer Manufacturers	336212, 336214	41.4	4.4	4.58
Sporting and Recreational Goods Wholesalers	423910	44.6	0.4	4.50
Swimming Pool and Spa Retailers	459999	43	2	4.43
Auto Parts Retailers	441330	41.9	2.3	4.42
Battery Manufacturers	33591	42.9	1	4.42
Health Supplement Stores	456191	39.8	3.9	4.37

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
Manufactured Home Dealers	459930	41.1	2.5	4.36
Auto Dealerships	441110	38.7	4.7	4.34
Paint and Varnish Wholesalers	424950	41	2	4.34
Furniture Stores	449110	41	2.5	4.31
Tire Wholesalers	423130	41.3	1.8	4.31
Electronic Shopping	459999	35.2	7.5	4.27
Boat Builders	336612	40.1	2.4	4.25
Auto and Motor Vehicle Wholesalers	423110	36.5	5.2	4.17
Metal Service Centers	423510	39.2	2	4.16
Wine & Spirits Distributors	424820	37.2	4.2	4.14
Hardware, Plumbing & HVAC Distributors	4237	39.0	2.2	4.12
Lawn and Garden Equipment Manufacturers	333112	37.4	3.5	4.09
Clothing Stores	4581	38.0	2.1	4.01
Distilleries	312140	35.3	3.9	3.92
Used Motor Vehicle Parts Wholesalers	423140	35.7	3.4	3.91
Industrial Supply Distributors	423840	35.7	2.9	3.86
Drug and Druggists' Sundries Wholesalers	424210	31.8	7	3.85
Paint and Wallpaper Stores	444120	36.1	2	3.85
Farm Raw Product Wholesalers	4245	34.5	3.9	3.84
Furniture & Home Furnishings Wholesalers	4232	36.0	2.2	3.82

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
Powersports Equipment Manufacturers	336999	34.4	3.7	3.81
Lumber Distributors	423310	35.1	2.9	3.80
Mattress Manufacturers	337910	37.4	0.3	3.77
Apparel Wholesalers	424350	36.0	2	3.76
Textile Furnishings Mills	3141	37.2	0.1	3.73
Cosmetic and Beauty Supply Stores	456120	33.9	3.3	3.72
Automobile Manufacturers	336110	31.4	5.6	3.70
Lighting Equipment Manufacturers	3351	35.3	1.4	3.67
Jewelry and Silverware Manufacturers	339910	36.3	0.1	3.64
Construction Machinery Manufacturers	333120	33.2	3.0	3.62
Electrical Equipment Distributors	423610	34	2.5	3.61
Tire Dealers	441340	34.3	1.8	3.61
Industrial Machinery Distributors	423830	34	1.9	3.60
Building Materials Distributors	4233	34	2.3	3.59
Farm Supplies Wholesalers	424910	33.8	2.0	3.58
Gift and Souvenir Stores	459420	34.5	1.3	3.58
Pet & Pet Supplies Stores	459910	34.4	1.4	3.58
Commercial Equipment Wholesalers	423440	32.9	2.6	3.55
Land Subdivision	237210	30.7	4.8	3.55
Home Furnishings Stores	44912	32.4	2.8	3.52