

The Inventory Reliance Score Report

June 2024

Vertical IQ and Lendovative are working together to provide the Inventory Reliance Score – a sales tool for lenders that provides accounts receivable (AR) financing to SMBs in the United States. Utilizing data from the Risk Management Association (RMA) relating to AR and average industry growth rates, the Inventory Reliance Score serves as an indicator of how likely specific NAICS groups are to need receivables financing over the short term.

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	62.5	4.2	6.67
RV Dealers	441210	64.4	2.1	6.65
Boat Dealers	441222	60.8	2.1	6.29
Jewelry Stores	458310	60.2	1.3	6.15
Farm and Garden Machinery Wholesalers	423820	57.9	3.4	6.13
Used Car Dealers	441120	55.9	2.8	5.87
Motorcycle Dealers	441227	55.7	2.4	5.81
Sporting Goods Stores	459110	54.5	2.3	5.68
Auto Parts Distributors	423120	51.7	4	5.57
Sporting and Recreational Goods Wholesalers	423910	51	0.4	5.14
Shoe Stores	458210	48.4	2.8	5.12
Beer, Wine, and Liquor Stores	445320	46.6	3.5	5.01
Residential Building Contractors	2361	45	4.7	4.97
Motorcycle and Bicycle Manufacturers	336991	47	2.5	4.95
Tobacco and Smoke Shops	459991	47.1	1.5	4.86
Distilleries	312140	44.7	3.9	4.86
Wineries	312130	43.7	4.7	4.84
Lawn and Garden Equipment Manufacturers	333112	44.7	3.5	4.82
Musical Instrument & Supply Stores	459140	47.4	0.5	4.79
Manufactured Home Dealers	459930	45.4	2.5	4.79
Home Centers & Hardware Stores	444110, 444140	44.3	3.2	4.75
Wine & Spirits Distributors	424820	42.8	4.2	4.7
Heavy Duty Truck Manufacturers	336120	42.7	4.3	4.7

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
Paint and Wallpaper Stores	444120	44.5	2.4	4.69
Auto Parts Retailers	441330	44.4	2.3	4.67
Furniture Stores	449110	43.8	2.5	4.63
Apparel Wholesalers	424350	44.5	1.6	4.61
Farm Machinery Manufacturers	333111	43.1	2.9	4.6
Auto and Motor Vehicle Wholesalers	423110	40.7	5.2	4.59
Clothing Stores	4581	43.7	2.1	4.58
Dollar and General Merchandise Stores	455219	42.3	3.1	4.54
Tire Wholesalers	423130	42.9	1.8	4.47
Auto Dealerships	441110	40	4.7	4.47
Aircraft Engine & Parts Mfrs	336412, 336413	35.2	9.5	4.47
Electronic Shopping	459999	36.5	7.5	4.4
Swimming Pool and Spa Retailers	459999	42.3	1.6	4.39
Paint and Varnish Wholesalers	424950	41.6	2.2	4.38
Metal Service Centers	423510	40.7	2.4	4.31
Nurseries, Garden Centers & Farm Supply	444240	39.4	3.2	4.26
Cosmetic and Beauty Supply Stores	456120	39.1	3.3	4.24
Utility, Cargo and Specialty Trailer Manufacturers	336212, 336214	37.6	4.4	4.2
Single-Family Home Builders	236115	38	3.8	4.18
Prefabricated Wood Building Manufacturers	321992	39.5	2.1	4.16
Hardware, Plumbing & HVAC Distributors	4237	38.9	2.2	4.11
Farm Supplies Wholesalers	424910	38.7	2	4.07
Furniture & Home Furnishings Wholesalers	4232	38.4	2.2	4.06
Commercial Equipment Wholesalers	423440	38	2.6	4.06
Industrial Supply Distributors	423840	37.7	2.9	4.06
Lumber Distributors	423310	37.3	2.9	4.02
Gift and Souvenir Stores	459420	38.7	1.3	4
Land Subdivision	237210	35.2	4.8	4
Used Motor Vehicle Parts Wholesalers	423140	36.4	3.4	3.98
Tire Dealers	441340	37.9	1.8	3.97
Powersports Equipment Manufacturers	336999	35.5	3.7	3.92
Solar Electric Power	221114	7.5	31.7	3.92
Automobile Manufacturers	336110	33.5	5.6	3.91
Audio & Video Equipment Manufacturers	334310	38.3	0.8	3.91
Hardware Manufacturers	332510	38.3	0.7	3.9
Motorcoach, Travel Trailer & Camper Manufacturers	336213, 336214	34.4	4.4	3.88
Industrial Machinery Distributors	423830	36.8	1.9	3.87

Industry Sector	NAICS	INV as % of Assets	5-year Average Growth	Inventory Reliance Score
Mattress Manufacturers	337910	38.1	0.3	3.84
Boat Builders	336612	35.8	2.4	3.82
Drug and Druggists' Sundries Wholesalers	424210	31.4	6.7	3.81
Household Appliance Manufacturers	3352	35.7	2.3	3.8
Building Materials Distributors	4233	35.4	2.3	3.77
Textile Furnishings Mills	3141	37.3	0.1	3.74
Used Merchandise Stores	459510	33.9	3.5	3.74
Home Furnishings Stores	44912	34.4	2.8	3.72
Farm Raw Product Wholesalers	4245	32.7	3.9	3.66
Jewelry and Silverware Manufacturers	339910	36.2	0.1	3.63
Lighting Equipment Manufacturers	3351	34.7	1.4	3.61
Construction Machinery Manufacturers	333120	32.7	3	3.57
Paper Products Distributors	4241	34.9	0.8	3.57
Seasoning and Dressing Manufacturers	311941, 311942	32.3	3.3	3.56
Electronic Component Manufacturers	334416, 334417, 334419	34.5	0.9	3.54
Health Supplement Stores	456191	31.5	3.9	3.54
Electrical Equipment Distributors	423610	32.7	2.5	3.52
Paint, Coating & Adhesive Manufacturers	3255	32.8	2.4	3.52
Firearms Manufacturers	332994	33.1	1.8	3.49
Seafood Product Preparation & Packaging	311710	31.8	3.1	3.49
Grain and Oilseed Milling	3112	31.7	2.8	3.45
Pet & Pet Supplies Stores	459910	32.4	1.4	3.38
Auto Parts Manufacturers	3363	30.7	3.1	3.38
Mining and Oil & Gas Machinery Manufacturers	333131, 333132	27.8	5.6	3.34
Chemical Distributors	4246	30.8	2.5	3.33
Medical Equipment Distributors	423450	29.8	3.5	3.33
Fruit & Vegetable Manufacturers	3114	30.6	2.2	3.28
Soap & Toilet Preparation Manufacturers	3256	30	2.5	3.25
Agricultural Chemical Manufacturers	3253	29.1	3.3	3.24
Clay Product & Refractory Manufacturers	3271	29.6	2.7	3.23
Pet & Animal Food Manufacturers	3111	29	3.2	3.22
Metal Valve Manufacturers	33291	31.8	0.3	3.21
Spring and Wire Product Manufacturers	3326	30.4	1.6	3.2
Snack Food Manufacturers	31191	28	3.9	3.19
Material Handling Equipment Manufacturers	33921, 333922, 333923, 33392	29	2.5	3.15
Steel Products Manufacturers	3312	28.6	2.6	3.12
Rubber Product Manufacturers	3262	30.2	0.8	3.1