

August 2021

# Motorcycle Futures Market Overview

New deliveries are starting to return to some normal levels and used stock is still in shortage, with demand remain strong, especially in the trade as used stock is still a problem to source. In this product we are concerned with projected values for the next few years. The latest MCIA registration figures show an increase of 11.2% for the latest available month, but this is comparing to 2020. So put the month and year into context of a more normal year comparison to 2019, to see if there is a long-term concern to the future supply and any possible effect on used prices would be better. June 2021 saw 13,361 new registrations compared to 11,643 the same month of 2019, but take into account the unusual patterns that need to be factored in, so comparison over a longer period would be more appropriate. At the halfway point of the year 2021 has 58,105 new registrations, which is close to 98% of the same period from the good old days, when two years ago the number was 59,465.

What has become obvious over the last months is that the trade buyer has found difficulty in keeping stock levels for the right machines at the ideal point. Research is suggesting that although there is awareness that stock is expensive, you can't sell an empty space, so have to play the game, but the high prices are not sustainable over a longer period. This said, the longer-term forecasts would - as they have a relationship to current prices - if they continue to be mirrored, would be higher than reality if used prices stabilise in the coming 2/3 years. Consequently this month the gap between a current and future value has been increased slightly than would normally be seen.

An interesting quandary from recent news that the EU is poised to ban the sale of petrol motorcycles in 2035 is how this will affect the future values of used machines, especially for our domestic market where there is speculation that the UK will enforce this five years earlier. As manufacturers will time the R&D to the larger market, the UK could be left in a position where there are insufficient ePTW to satisfy demand for new. The possibility is used petrol machines become prime stock in the lead up to the change. Fortunately there is still many years for some clarity to emerge.

## New Models

iD	Manufacturer	Model	Derivative
19718	SUZUKI	GSX-S950	GSX-S950RQM2 (22MY)
19737	HARLEY-DAVIDSON	SPORTSTER S	RH1250S Vivid Black (21.5MY)
19738	HARLEY-DAVIDSON	SPORTSTER S	RH1250S Colour Option (21.5MY)
19741	TROMOX	MINO 45	Mino 45 (21MY)
19742	MOTO GB	A9 50 E5	A9 50 E5 (21MY)
19743	MOTO GB	R8 50 E5	R8 50 E5 (21MY)
19744	MOTO GB	FANTASY 50 E5	Fantasy 50 E5 (21MY)
19745	MOTO GB	REVIVAL 50 E5	Revival E5 (21MY)
19746	MOTO GB	TRIESTE 50 E5	Trieste 50 E5 (21MY)
19747	MOTO GB	A9 125 E5	A9 125 E5 (21MY)
19748	MOTO GB	R8 125 E5	R8 125 E5 (21MY)
19749	MOTO GB	FANTASY 125 E5	Fantasy 125 E5 (21MY)
19750	MOTO GB	TRIESTE 125 E5	Trieste 125 E5 (21MY)
19751	MOTO GB	ATX 125 E5	ATX 125 E5 (21MY)
19752	MOTO GB	ATX 125 T E5	ATX 125 T E5 (21MY)
19753	MOTO GB	G1	G1 (21MY)
19754	MOTO GB	G1 S	G1 S (21MY)

19755	YAMAHA	R7	R7 (22MY)
19759	LEXMOTO	ZSB 125 E5	ZSB 125 E5 (21MY)
19760	SEAT	SEAT MÓ 125 eScooter	Seat Mó 125 eScooter White (21MY)
19761	SEAT	SEAT MÓ 125 eScooter	Seat Mó 125 eScooter Red (21MY)
19762	SEAT	SEAT MÓ 125 eScooter	Seat Mó 125 eScooter Grey (21MY)
19769	HONDA	SH125A + SMART TOP BOX	SH125ADL2ED (21MY)
19770	HONDA	Z125M MONKEY 125	Z125MANED (22YM)
19781	HONDA	C125 CUB 125	C125ANED (21MY)
19782	HONDA	CB1000R ABS 54 SPECIAL EDITION	CB1000RAMED (21MY)

## Discontinued Models

iD	Manufacturer	Model	Derivative
18626	PIAGGIO	VESPA GTS 300 HPE SUPER RACING SIXTIES	Vespa GTS 300 HPE Super Racing Sixties (20MY)
17648	BMW	R1250 GS ADVENTURE EXCLUSIVE TE	R1250 GS Adventure Exclusive TE
18617	APRILIA	RSV4 1100 FACTORY	RSV4 1100 Factory (20MY)
13574	BMW	S1000 R	S1000 R ABS
13575	BMW	S1000 R SPORT	S1000 R Sport ABS
18621	PIAGGIO	VESPA ELETTRICA 70km/h	Vespa Elettrica 70 km/h (20MY)
17687	SUZUKI	DL650XGTA V-STROM 650X GTA	DL650XAGTAL9
18429	SUZUKI	GSX-S125	GSX-S125XAM0 (20MY)
16541	FANTIC	FC 250 FT	Caballero 250 Flat Track
16540	FANTIC	FC 250 SC	Caballero 250 Scrambler
16165	FANTIC	TL 125 M	Casa Motard
16166	FANTIC	TL 125 MP	Performance Motard
16167	FANTIC	TL 125 MR	Competition Motard
17981	LEXMOTO	DIABLO 50	Diablo 50
17516	LEXMOTO	ISCA 125	Isca 125
16050	MOTORINI	GP 125i	GP 125i
17152	MOTORINI	GP50i	GP50i
16053	MOTORINI	MT 125RRi	MT 125RRi
16051	MOTORINI	SMR 125i	SMR 125i
16052	MOTORINI	SXR 125i	SXR 125i
16049	MOTORINI	XP 125i	XP 125i
14357	MOTORINI	XP 50	HN50QT-K
15065	MV AGUSTA	B3 800 BRUTALE EAS ABS	B3 800 Brutale EAS ABS (MY16)
17855	MV AGUSTA	B4 BRUTALE 1000 ORO	B4 Brutale 1000 Oro (MY19)
16568	MV AGUSTA	F4 LEWIS HAMILTON	F4 Lewis Hamilton
16635	YAMAHA	FJR1300AS	FJR1300AS (18MY)
18585	YAMAHA	XMAX 300 IRON MAX	XMAX 300 Iron Max (19MY)
18587	YAMAHA	YP400R X MAX TECH MAX	YP400R X Max Tech Max (20MY)
16045	ZONTES	FIREFLY 125I	ZT125-Hi
17477	ZONTES	JAVELIN 125i	ZT125-Zi
16043	ZONTES	MANTIS 125I	ZT125-Ei
16751	ZONTES	ROCKETMAN 125i	ZT125-Vi
16044	ZONTES	SCORPION 125I	ZT125-Fi
15837	APRILIA	RS 125	RS 125
16927	APRILIA	RS 125 GP REPLICA	RS 125 GP Replica
15843	APRILIA	TUONO 125	Tuono 125
15842	APRILIA	TUONO V4 1100 RR	Tuono V4 1100 PR