

June 2023

Motorcycle futures market overview

Although the forecast of a domestic recession are proving incorrect as there has been a small growth month-on-month at the back end of last year and into 2023, but with 12 interest rate increases in as many months currently failing to slow inflation and with continuing strikes, even the resilient motorcycle buyers are finding it difficult to have a positive outlook. In the latest MCIA new registration figures for April total registrations are showing decline of 13.1% from April last year.

The learner legal sub 125cc bands are both falling foul of the popularity seen during the pandemic as they start to re-align at lower numbers. The positive is the larger capacity machines, especially 751-1000cc with registrations up 15.2%, and as they tend to be bigger ticket and more likely to attract a PCP agreement that readers of this editorial will be more interested in, there are still machines being put on the road to fuel demand a couple of years down the road.

Research is suggesting that although there is traffic through the dealer's doors, this is lower than perhaps has been seen in the past, but sales are still happening at a reasonable rate. The problem is that if the lack of "tyre kickers" turns into lack of sales over the coming few months, current profitability could be affected.

This is being seen in the auction system where they are still not seeing the quantity of entries seen five years ago. The lack of auction entries are because end of PCP bikes are more likely to be taken in part-exchange than handed back, further suggesting high dealer demand.

The big sale involving Black Horse and BMW disposals via BCA has a reduced entry list (less than 70), but good news is that is with a higher sold rate of 79% of the entries and with an overall average price for the whole sale of 101% compared to the CAP current used reported figures. The upshot of lower numbers of bikes is good news for anyone writing future agreements as the hope of a better economy will increase used sales in a market of lower supply. To that end, figures in this month's product have remained robust.

New Models

iD	Manufacturer	Model	Derivative
21779	YAMAHA	TENERE 700 WORLD RALLY	Tenere 700 World Rally (23MY)
21818	KTM	890 SMT	890 SMT (23MY)
21912	HONDA	NSS125A FORZA SPECIAL EDITION	NSS125ADPE (23MY)
21941	BMW	R1250 GS TE Ultimate Edition	R1250 GS TE (23MY)
21942	BMW	R18 ROCTANE	R18 Roctane (23MY)
21943	MV AGUSTA	DRAGSTER 800 ROSSO	Dragster Rosso (22MY)
21944	MV AGUSTA	DRAGSTER 800 RR SCS	Dragster RR SCS (22MY)
21945	MV AGUSTA	DRAGSTER RR	Dragster RR (22MY)
21946	MV AGUSTA	DRAGSTER RC SCS	Dragster RC SCS (22MY)
21947	MV AGUSTA	DRAGSTER R	Dragster R (23MY)
21948	MV AGUSTA	DRAGSTER 800 RR SCS	Dragster RR SCS (23MY)
21949	MV AGUSTA	DRAGSTER RC SCS	Dragster RC SCS (23MY)
21950	MV AGUSTA	BRUTALE 800 ROSSO	Brutale 800 Rosso (22MY)
21951	MV AGUSTA	BRUTALE 800 RR	Brutale 800 RR (22MY)
21952	MV AGUSTA	BRUTALE 1000 RS	Brutale 1000 RS (22MY)
21953	MV AGUSTA	BRUTALE 1000 RR	Brutale 1000 RR (22MY)
21954	MV AGUSTA	BRUTALE 800 R	Brutale 800 R (23MY)
21955	MV AGUSTA	BRUTALE 800 RR	Brutale 800 RR (23MY)
21956	MV AGUSTA	BRUTALE 1000 RS	Brutale 1000 RS (23MY)
21957	MV AGUSTA	BRUTALE 1000 RR	Brutale 1000 RR (23MY)

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21958	MV AGUSTA	F3 ROSSO	F3 Rosso (22MY)
21959	MV AGUSTA	F3 RR	F3 RR (22MY)
21960	MV AGUSTA	F3 800 RC	F3 RC (23MY)
21961	MV AGUSTA	F3 ROSSO	F3 R (23MY)
21962	MV AGUSTA	F3 RR	F3 RR (23MY)
21963	MV AGUSTA	SUPERVELOCE	Superverloce (22MY)
21964	MV AGUSTA	SUPERVELOCE	Superverloce (23MY)
21965	MV AGUSTA	SUPERVELOCE S	Superverloce S (22MY)
21966	MV AGUSTA	SUPERVELOCE S	Superverloce S (23MY)
21967	MV AGUSTA	SUPERVELOCE AGO	Superverloce AGO (22MY)
21968	MV AGUSTA	SUPERVELOCE L	Superverloce L (23MY)
21969	MV AGUSTA	TURISMO VELOCE ROSSO	Turismo Veloce Rosso (22MY)
21970	MV AGUSTA	TURISMO VELOCE ROSSO	Turismo Veloce Rosso (23MY)
21971	MV AGUSTA	TURISMO VELOCE LUSSO	Turismo Veloce Lusso (22MY)
21972	MV AGUSTA	TURISMO VELOCE LUSSO SCS	Turismo Veloce Lusso SCS (22MY)
21973	MV AGUSTA	TURISMO VELOCE LUSSO SCS	Turismo Veloce Lusso SCS (23MY)
21974	MV AGUSTA	TURISMO VELOCE RC SCS	Turismo Veloce RC SCS (22MY)
21975	MV AGUSTA	TURISMO VELOCE RC SCS	Turismo Veloce RC SCS (23MY)
21976	MV AGUSTA	RUSH	Rush (23MY)
21977	APRILIA	TUONO V4 1100 FACTORY	Tuono V4 1100 Factory Speed White (23 MY)
21978	APRILIA	RSV4 1100 FACTORY	RSV4 1100 Factory Speed White (23MY)
21979	PIAGGIO	MP3 300 HP3 SPECIAL EDITION DEEP BLACK	MP3 300 Deep Black (23MY)
21980	PIAGGIO	BEVERLY 400 SPECIAL EDITION DEEP BLACK	Beverly 400 Special Edition Deep Black (23MY)
21981	PIAGGIO	ZIP 50 SPECIAL EDITION	Zip 50 Special Edition (23MY)
21982	FANTIC	FC 700 SC	Caballero 700 Scrambler (23MY)
21983	VESPA	VESPA 946 BUNNY	Vespa 946 Bunny (23MY)
21984	RFN	RFN RALLY PRO MX	RFN Rally Pro MX (23MY)
21985	RFN	RFN RALLY RS ROAD LEGAL	RFN Rally RS Road Legal (23MY)
21986	TALARIA	STING R MX	Sting R MX (23MY)
21987	TALARIA	STING R L1E	Sting R L1E (23MY)
21988	TALARIA	X3	X3 (23MY)
21989	TALARIA	X3 L1E	X3 L1E (23MY)
21991	TALARIA	TL50L1E	TL4000 L1E
21992	TALARIA	TL2500 L1E	X3 L1E (23MY)
21994	SUZUKI	V-STROM 1050DE Tour	DL105RJTB3 (23MY)
21995	SUZUKI	V-STROM 1050DE Tour	DL105RJTS3 (23MY)
21996	SUZUKI	V-STROM 1050 Tour	DL105RRTB3 (23MY)
21997	SUZUKI	V-STROM 1050 Tour	DL105RRTS3 (23MY)
21998	SUZUKI	V-STROM 800DE Tour	DL8DERCTB3 (23MY)
21999	SUZUKI	V-STROM 800DE Tour	DL8DERCTS3 (23MY)
22000	TRIUMPH	SPEED TRIPLE 1200 RR BOND 60th ANNIVERSARY EDITION	Speed Triple 1200 RR Bond 60th AnniversaryEd(23MY)
22001	HARLEY-DAVIDSON	SOFTAIL LOW RIDER ST	FXLRST Fast Johnnie Paint Set (23MY)
22002	HARLEY-DAVIDSON	TOURING STREET GLIDE ST	FLHXST Fast Johnnie Paint Set/Scrm Eagle Exh(23MY)
22003	HARLEY-DAVIDSON	TOURING ROAD GLIDE ST	FLTRXST Fast Johnnie Paint Set/Scrm Eagle Exh 23MY
22004	HARLEY-DAVIDSON	TOURING ICON ELECTRA GLIDE HIGHWAY KING	FLHFB Custom Paint Finish (23MY)
22005	LIVEWIRE	DEL MAR LAUNCH EDITION	DEL MAR Launch Edition (23MY)
22006	RIDE CAKE	BUKK 13kW SUPER LIGHT (WP XACT PRO KIT)	BUKK Super Light Black (23MY)
22007	RIDE CAKE	BUKK 13kW SUPER LIGHT (WP XACT PRO KIT)	BUKK Super Light Grey (23MY)
22010	RIDE CAKE	BUKK 13kW SUPER LIGHT (RB + FORMULA KIT)	BUKK Super Light Black (23MY)

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22011	RIDE CAKE	BUKK 13kW SUPER LIGHT (RB + FORMULA KIT)	BUKK Super Light Grey (23MY)
22014	RIDE CAKE	BUKK 13kW SUPER LIGHT (ÖHLINS + WP XACT PRO KIT)	BUKK Super Light Black (23MY)
22015	RIDE CAKE	BUKK 13kW SUPER LIGHT (ÖHLINS + WP XACT PRO KIT)	BUKK Super Light Grey (23MY)
22018	RIDE CAKE	BUKK 16kW SUPER LIGHT (WP XACT PRO KIT)	BUKK Super Light Black (23MY)
22019	RIDE CAKE	BUKK 16kW SUPER LIGHT (WP XACT PRO KIT)	BUKK Super Light Grey (23MY)
22022	RIDE CAKE	BUKK 16kW SUPER LIGHT (RB + FORMULA KIT)	BUKK Super Light Black (23MY)
22023	RIDE CAKE	BUKK 16kW SUPER LIGHT (RB + FORMULA KIT)	BUKK Super Light Grey (23MY)
22026	RIDE CAKE	BUKK 16kW SUPER LIGHT (ÖHLINS + WP XACT PRO KIT)	BUKK Super Light Black (23MY)
22027	RIDE CAKE	BUKK 16kW SUPER LIGHT (ÖHLINS + WP XACT PRO KIT)	BUKK Super Light Grey (23MY)
22030	CCM	SPITFIRE SIX PREMIUM	Spitfire Six (23MY)
22031	CCM	SPITFIRE SIX ULTIMATE	Spitfire Six (23MY)
22032	CCM	SPITFIRE SIX STEALTH	Spitfire Six (23MY)
22033	CCM	SPITFIRE BOBBER PREMIUM	Spitfire Bobber (23MY)
22034	CCM	SPITFIRE BOBBER ULTIMATE	Spitfire Bobber (23MY)
22035	CCM	SPITFIRE BOBBER STEALTH	Spitfire Bobber (23MY)
22036	CCM	SPITFIRE MAVERICK PREMIUM	Spitfire Maverick (23MY)
22037	CCM	SPITFIRE MAVERICK ULTIMATE	Spitfire Maverick (23MY)
22038	CCM	SPITFIRE MAVERICK INFINITE	Spitfire Maverick (21MY)
22039	CCM	SPITFIRE CLASSIC TRACKER INFINITE	Spitfire Classic Tracker (23MY)