

JULY AWP IN REVIEW

Summer Fluctuations

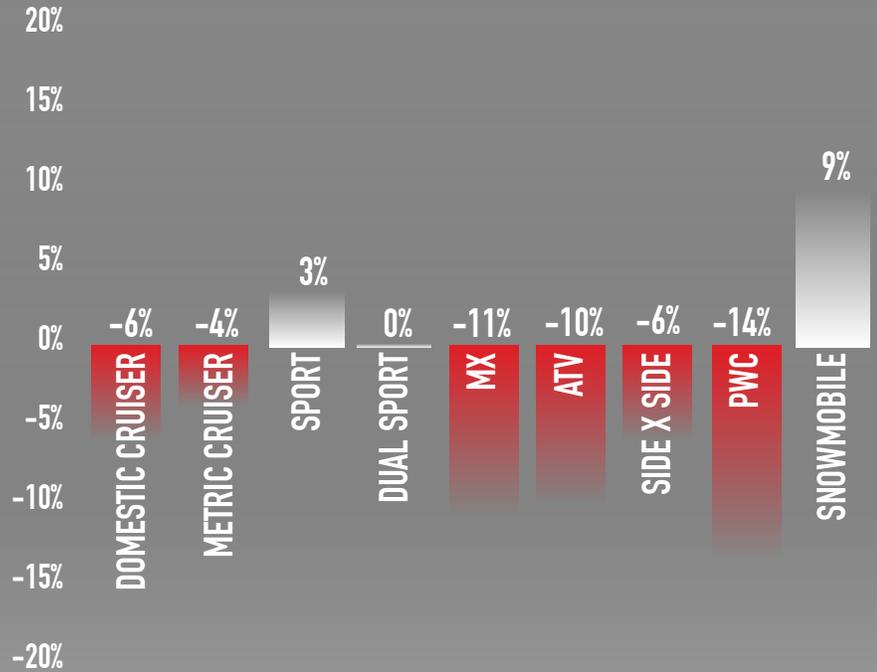
As is normal for this time of the year, Average Wholesale Prices (AWP) slid for July in most categories compared to the previous three months for On-Road categories, Domestic and Metric Cruisers both declined ~6% and ~4%, while Sport Bikes saw the lone increase of ~3%. Compared to 2018 though, Metric Cruisers and Sport Bike AWP's did see increases of ~4% and ~8%. The major Off-Road categories experienced declines in AWP compared to previous three months and July of 2018.

Product Mix Shift

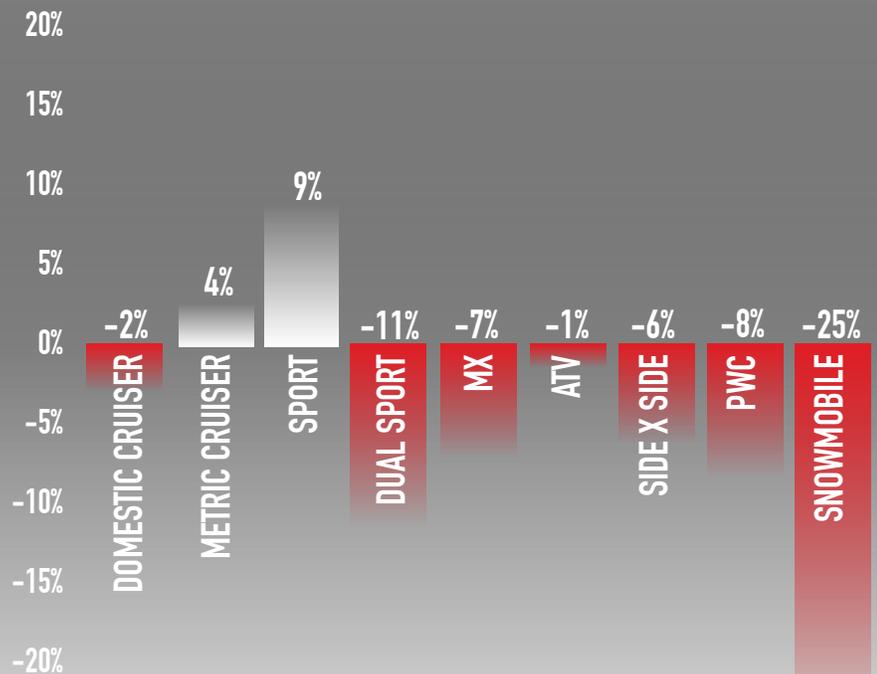
Domestic Cruisers sold in July accounted for a smaller portion of the overall inventory compared to the Spring months. Metric Cruisers, Sport Bikes, and ATVs all increased in inventory sold this July. This change in product mix compared to earlier in the year has been seen in previous years. This coincidentally occurred during an increase of average model age and mileage for the Domestic Cruiser category.

On-Road On Track

On-Road categories are still following 5-year averages for Price-to-Book ratios (average wholesale prices vs NADA Clean Wholesale) while July showcased the first fluctuations for P-to-B ratios in the Off-Road categories. These fluctuations point to a seasonal drop for these vehicles, but previous trends suggest these ratios will jump back up in August. With overall CR scores trending up and model age trending down, this summer might wrap up with some of the nicest vehicles of the season.



JULY '19 VS JULY '18 AVERAGE WHOLESALE PRICE CHANGE



*All data provided by National Powersport Auctions includes live and online transactions from all NPA locations. Closed OEM auction data is excluded. For more info visit NPAUCTIONS.COM