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HOW THE GUIDE IS COMPILED

Glass's Information Services pioneered the analysis of used vehicle values in 1933 and has since built up unrivalled experience and expertise in this field. As the motorcycle market has become more complex, so the trade's leading price guide has continued to step up and develop its sophisticated research process.

Today's best-selling Guide still blends the old with the new; tried and trusted skills sharpened by many years in the business are added to state-of-the-art computer-assisted analysis.

Prior to compiling the Guide, price and market information is collected on a national basis and analysed:-

PRICE INFORMATION

Advertised Prices - Taken from national and provincial press advertising by franchised and non-franchised dealers. These are gathered daily from all over the UK.

Dealer returns - Active dealers with a broad geographical spread send in regular returns of actual buying and selling prices.

But this data is not simply fed into a computer and the month's valuations printed out. It is carefully weighed against the latest market information.

MARKET INFORMATION

Editor's Visits - Regular visits covering all areas and all sectors of the market to discuss the current and future trends in depth.

Correspondents - The Guide has many reliable and long-established contacts within the motor trade. These key people provide detailed reports on the market.

Stock Levels - Are the number of machines in circulation sufficient to meet demand?

Stock Mix - Is there a balanced spread of used stock in the market in line with demand?

Discounting - Will changes in the level of the discount structure affect prices of late used models?

Seasonal Changes - How strong is the seasonal influence?

Economic Climate - Motorcycle buying is influenced by the level of confidence in the economy.

New Machines - Has the new motorcycle market changed? Model availability, launches and new pricing structures can have a major impact on used values.

Regional Factors - How is the market performing across the regions of UK? Strong local difficulties or surges can affect the national picture and must be taken into consideration.

The results of this market research are discussed by the Glass's editorial team who then gauge the prices for the weeks covered by that edition of the Guide.

HOW TO USE THIS GUIDE

MARCH 2009

BMW

★ — ALL RETAIL VALUES ARE INCLUSIVE OF VAT — ★

	NU DA	Intro/ Mod	Cost New	Glass Retail	Year	Mlge 000s	Glass Trade
R1200 Classic	13	16					
1170cc 2cyl 101x73mm A/C Fi							
<i>Black or red</i>							
<i>Night black or ivory</i>							
<i>Re-introduced</i>							

Note:
Servo ABS option £795 Jan 2005.
R1200C Independent c/n £9450 Jan 2004.

Jul 97	9750	3125	98R	26	1370
Aug 98	8890	3250	S	24	1520
—	9370	3350	99S	24	1640
Jul 99	8370	3475	T	23	1770
—	8890	3575	V	22	1875
Sep 00	8835	3750	00W	21	2075
—	8485	3825	X	20	2125

DESCRIPTION OF MODEL
engine details, dating features
and bhp.

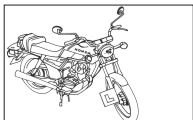
INSURANCE GROUP RATINGS pertaining firstly to the Norwich Union premier bike policy and then Devitt DA in the second box.
Most recent updates:
NU - effective from May 2009 (now called Aviva)
DA - effective from June 2009
Please note: NA = Not Applicable (insurer does not quote group rating)
RF = Refer to insurer or broker for individual quotation

DATE OF INTRODUCTION OR IMPORTANT MODIFICATION
The date is that of first imports to the U.K. or specification changes.

COST NEW prior to 1997 was inclusive of VAT but exclusive of delivery charges. The price shown was effective on August 1st of that year and are "Recommended Prices". For 1997 Delivered prices shown include delivery and VAT but are exclusive of Road Fund licence.

STYLE CATEGORIES

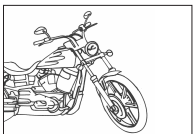
COMMUTER



Geared motorcycles built to a basic specification with no fairing and an upright riding position, Roadster/Naked style.

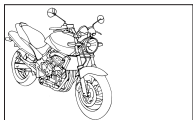
Engines are small to medium, e.g. 50cc to 350cc.

CUSTOM



Geared motorcycles also described as 'Cruisers' or occasionally 'choppers'. Machine style is long and close to ground, with wide handlebars, either flat or raised, and low seat height. Exhaust, body panels and fittings may feature extensive polished chrome, may have forward-set footrests. Engines are small to very large, e.g. 125cc to 2000cc.

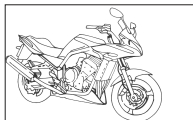
NAKED



Geared motorcycle built to a basic specification with no fairing and an upright riding position, also referred to as Retro, Roadster or Traditional.

Engines are medium to large, typically 351cc and above.

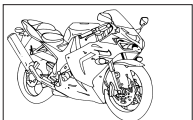
SPORT/TOURER



Geared motorcycle with features that include full or partial fairing plus practical rider and pillion seating. Handlebars will be low to medium height, mounted just below or above top fork yoke. Tend to have medium to large capacity engines. Typically 600cc and above.

Machines that fit between Supersport and Touring categories.

SUPERSPORT



High performance geared motorcycles originally introduced to mimic racing bikes (referred to as Race Replicas) but now capable of forming the basis of true racing machines.

They normally have a close-fitting, aerodynamic fairing and low, narrow handlebars (mounted below top fork yoke) and large front brake discs.

Engines are medium to large capacity, typically 600cc and above.

NEW MODEL PRICES

Total price comprises, list price, VAT and first Registration, where levied, but excludes vehicle excise duty.

Please see notes against each manufacturer regarding on-the-road charges, delivery and PDI.

	Style Description	Glass Code	NU/DA	c.c.	Bhp	L	Total Price
ADLY	Eco Scooters 17 Huntingdon Court Westminster Ind Estate Measham, Derbyshire DE12 7NQ						01455 292688
Road Motorcycles			07/02/2008				
<i>Total:- On-The-Road Imports ceased as of January 2010</i>							
	Silver Fox	Moped	C3GK	1/rf	49	3.7	L 984
	Thunderbike	Moped	L99J	rf/rf	49	3.7	L 1184
	Noble	Moped	NMCM	rf/rf	49	3.7	L 1284
AJP	MCDA Automotive Ltd Unit 10 Edington Station Yard Westbury Wiltshire BA13 4NT						01380 831456
Road Motorcycles			01/01/2010				
<i>Total:- Excludes both Delivery and PDI</i>							
	PR4 II 125 Supermoto	Supermoto-Road	NLD4	na/na	124	12.5	L 2795
	PR3 200 Supermoto	Supermoto-Road	4YCH	na/na	198	20.0	2795
	PR3 200 Enduro Pro	Trail (Enduro)	R8TX	na/na	198	20.0	3495
	PR3 200 Supermoto Pro	Supermoto-Road	DVNX	na/na	198	20.0	3495
	PR4 II 200 Supermoto	Supermoto-Road	9MLQ	na/na	198	20.0	3265
	PR4 200 Supermoto Pro	Supermoto-Road	RVNP	na/na	198	17.7	3495
Competition Motorcycles & ATVs			01/01/2010				
	PR3 125 Enduro	(Trail) Enduro	FCWG	na/na	124	16.0	2695
	PR3 125 Supermoto	Supermoto-Cmp	LJDK	na/na	124	16.0	2695
	PR4 II 125 Enduro	(Trail) Enduro	7F4H	na/na	124	12.5	2795
	PR3 200 Enduro	(Trail) Enduro	PCTN	na/na	198	20.0	2795
	PR4 200 Enduro Pro	(Trail) Enduro	V8Y4	na/na	198	17.7	3495
	PR4 II 200 Enduro	(Trail) Enduro	7WFG	na/na	198	17.7	3265
AJS	AJS Motorcycles Goodworth Clatford Andover Hampshire SP11 7RP						01264 710074
Road Motorcycles			01/02/2010				
<i>Total:- On-The-Road</i>							
	Longjia LJ50QT-K Exactly 50	Moped	YHCN		49	3.0	L 1074
	DD 50E-2	Custom	P9WD		49	4.5	L 1134
	JSM/STF 125	Supermoto-Road	9KPW		124	-	1984
	DD 125E-9 Bobber	Custom	RHHL	rf/rf	124	-	2984
	DD 125E-5C Daytona	Naked	QX9B	rf/rf	124	11.4	L 2684
	NAC12	Naked	B7RY		124	11.4	L 1834
	Longjia LJ125T-B Exactly	Scooter	GBR6		125	6.2	L 1184
	AJS Eco-2 125	Commuter	MV44	na/rf	125	10.0	L 1384
	DD 125 E Mk2	Custom	LYXL	4/4	125	11.0	L 1684
	Eos DD125E-5 Mk2	Custom	DVHK	5/4	125	11.0	L 2334

★ — ALL RETAIL VALUES ARE INCLUSIVE OF VAT — ★

	NU DA	Intro/ Mod	Cost New	Glass Retail	Year	Mlge 000s	Glass Trade
APRILIA							
RRP:- On-The-Road							

Area 51**2 | 6**

49.3cc 1cyl 40x39.2mm (TS) L/C

Jun 98	2034	550	98R	20	40
—	2034	575	S	19	45
—	2059	610	99S	18	55
—	1984	635	T	18	60
—	2059	665	V	17	85
—	2059	700	00V	17	115
—	2009	740	W	17	150
—	2009	770	X	16	180
Grey/ Yellow/ Replica SBK	Jan 01	2009	01X	15	205
—	2009	820	Y	15	230
—	2009	855	51	14	265
—	2009	870	0251	14	280
—	2009	915	02	14	325
—	2009	950	52	13	360
—	2009	995	0352	12	405
—	2009	1030	03	12	440

Gulliver**1 | 7**

49cc 1cyl 40x39.2mm (TS) A/C

Mar 97	1784	450	98R	20	45
—	1784	470	S	19	45
—	1809	505	99S	18	55

Habana/Mojito Retro 50**2 | 4**

49cc 1cyl 41x37.4mm (TS) A/C

15 spk A/w, elec/kick start

Feb 99	1784	460	99S	18	85
Mar 99	1784	490	T	18	115
—	1859	520	V	17	145
—	1859	550	00V	17	175
—	1609	570	W	17	200
—	1634	595	X	16	225
—	1634	625	01X	15	250
—	1684	640	Y	15	270
—	1684	670	51	14	300
Blue, apricot or red	Jan 02	1684	0251	14	325
—	1684	730	02	14	355
—	1684	755	52	13	385
—	1684	790	0352	12	420
—	1684	820	03	12	450
—	1710	845	53	11	465
—	1710	880	0453	11	490
—	1710	915	04	11	510
—	1710	945	54	10	525