



## MORE AUCTIONS, MORE CHOICES

Not long ago I nearly joined the auction fray to bid on another car – which reflects how tempting these sales are increasingly becoming to private buyers. But they're not always the source of bargains they used to be, so do your homework first before buying.

DAVID SIMISTER EDITOR

One-off Triumph that could be yours this weekend



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National Car Club Awards shortlist is revealed for the first time



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The Way We Were: Fiesta MkIII tops the sales charts in 1989

# SUPPLY OF WORKADAY CLASSICS IS DRYING UP

Auction houses gobble up the everyday cars you love to own – and now pundits predict a serious shortage of affordable models by private sale

Experts are predicting a shortfall in affordable classics and subsequent price rises – and it's all because of the saturated auction market in the UK.

Classics at the entry end of the market – particularly in the sub-£10k price bracket – are set to become a rarer sight because more sellers are turning to auction houses, which in turn are holding more sales. Both Brightwells and Historics have increased the number of sales they're holding and on Saturday 25 March three new auction houses are hosting their inaugural sales.

Auctions are also attracting plenty of buyers, with this year's selling rates remaining very strong. SWVA achieved a 99% sale rate in its latest sale, while ACA shifted 81% of its cars.

Classics Central's managing director, Justin Lazic, is already feeling the effect of this crowded

marketplace – his auction house is currently in hiatus.

He says: 'There's far too much inappropriately-priced stock among the 15 major auction houses in the UK. And there's too much price advancement on some cars with lack of history and high mileage.'

'The top end won't be affected as there's still plenty of good stock. But the lower to middle end of the market is suffering because too many cars are heading to auction.'

'One example of this is the Jaguar XJS. A 5.3-litre convertible. An example in good condition is worth around £20,000. Smaller-engined XJSs with higher mileage just aren't worth the same, yet they still attract high guide prices.'

'Prices of some classics, especially those in the lower to middle price area, are not adequately reflecting sub model variations at the moment.'

Classics Central's break from

auctions will last for at least the first half of this year. Lazic adds: 'It's likely that three or four auction houses might drop out within the next six months.'

'This trend in recent years for 5% buyers' premium is unsustainable. Auction houses that use these and 0% sellers' premiums will go down by July.'

CCW's auctions expert, Richard Hudson-Evans, agrees that this market is unsustainable. He says: 'There are too many cars being chased and sought by too many auction companies. Fast Fords sell particularly well at auction, as do MGBs, and 1980s and '90s BMWs.'

**'There's far too much inappropriately-priced stock'**

JUSTIN LAZIC, CLASSICS CENTRAL

Nowadays, quite a lot of buyers are using an auction as a first port of call, whereas traditionally, it was considered a last resort.'

Another reason being tipped for the popularity of auctions is the ability to enter cars a matter of days before the sale. ACA has been known to accept cars the day before sale, and H&H consigns cars just days before its sale. Sellers can now place a car for sale, and if it doesn't sell, place it in an auction that weekend.

However, club members will most likely remain unaffected, according to Chris Kynoch, PR & Social Media Officer of the MG Car Club. He says: 'A lot of our members don't need to sell through auctions. Classifieds in our club magazine typically feature around 20-50 cars for sale. Club members know each other well – and they enjoy buying and selling from one another. We don't hold auctions even at an event like MGLive!'

Murray Scullion

## THE COVER STORY



More and more owners of commonplace classics are turning to auction houses.

## IN BRIEF



Nominate your favourite classic eatery.

## Name your best café

Our colleagues at CCW's sister title, *Practical Classics*, are looking for Britain's best classic café. Nominate your favourite roadside eatery at [www.practicalclassics.co.uk/bestcafes](http://www.practicalclassics.co.uk/bestcafes) and you'll be in with a chance of winning a year's subscription to *Practical Classics* magazine!

www.practicalclassics.co.uk/bestcafes

## QUOTE OF THE WEEK



**'My beloved Jaguar Mk2 was stolen at 2pm from the ExCel Centre in East London during the Motorcycle Live show. If you see it please photograph it. This car is very dear to me.'**

JOHN WRIGHT  
SPEAKING ABOUT HIS  
STOLEN JAGUAR MK2.  
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## IN BRIEF

## Suzuki recall for classic car

Suzuki has issued a recall for a single car it made more than 20 years ago. The Japanese car company has issued a recall for one Suzuki Cappuccino – made in 1996. The cylinder block on the 658cc Kei-car engine is missing an identifying K6A stamp. This could cause an issue for the car when receiving an inspection certificate. Incredibly, Suzuki's solution involves replacing the whole engine with one that has a properly stamped engine block. So far, the Cappuccino owner has not been tracked down.

www.suzuki.co.uk