



# MARKET REVIEW

In association with **CREDIT SUISSE**

# 2012

The essential annual health-check of the classic world, plus everything you need to know about buying, selling or investing in classic cars



# Credit Suisse

## A loyal supporter of the Classic Car scene

**Pebble Beach, Goodwood, Monaco** – fixtures at the forefront of the classic car enthusiast's mind. Roaring engines, chrome glinting in sunlight, the smell of gasoline in the air – this is what draws swathes of passionate visitors, classic car drivers and Credit Suisse customers to historic racing.

Many Credit Suisse clients and co-workers share a common, fascinating passion: they are enthralled with the history of automotive technology from its earliest origins to the present day, and are themselves classic car owners.

Therefore, it was a natural fit for Credit Suisse to create its own Classic Car Program – a forum that gives customers an opportunity not only to drive classics, but to network and meet famous names from the world of motorsport, including Alain de Cadenet and Jochen Mass. The result is a growing community based on personal friendships and a shared love of classic cars.

Karsten Le Blanc, Managing Director at Credit Suisse, is a keen classic and modern racing car enthusiast. "With our recent activities at the Grand Prix de Monaco Historique we proved that we are not only a sponsor of motorsport events but a partner at the very heart of the scene. In Monaco, we set up the Credit Suisse Drivers Club for racers and VIPs, hosted our first Historic Racing Forum for the media, and organized our 'Monaco Classics' spring rally which includes the Credit Suisse Classic Car Rally Parade on the Monaco race track.

Our activities provided a clear indication that we are more committed than ever to our involvement in classic cars."

### Partnering with the most famous classic car events worldwide

As part of its Classic Car Program, Credit Suisse supports three of the most famous international classic racing events, including the **Grand Prix de Monaco Historique**, last held in May 2012.

The Credit Suisse Drivers Club, this year designed as a wooden Swiss chalet, was the ideal place for drivers to focus or unwind, and to meet like-minded competitors in a uniquely Swiss environment. In addition, it became a hub for media activity with the 1st Credit Suisse Historic Racing Forum, a panel debate including leading motorsport drivers.



### The Credit Suisse Classic Car Program

Owning a classic car and experiencing the fascination of automotive history in real life is something special.

But experiencing it within an international network of like-minded people, alongside the pioneers and idols of historic motorsport, is an extra-special highlight for any classic fan.

The Credit Suisse Classic Car

Program creates a forum for this. The ever-expanding network of classic car enthusiasts throughout the world is testimony to the success of this extraordinary club.

Since 2004, the Classic Car Program has been the author of its own success. In just a few short years, Credit Suisse has helped to turn interested customers and co-workers into genuine fans.

### A classic car collection of its own

The depth of Credit Suisse's involvement in the international classic car scene is clearly evident through its own vintage car collection. Three Porsche 356s and a Mk 1 Austin Healey Sprite feature regularly in the Classic Car Program, and are regularly driven by Credit Suisse customers and employees at beautiful rallies around the world.

# Credit Suisse Drivers Club

## GRAND PRIX DE MONACO HISTORIQUE

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Every year on the third Sunday in August, the most famous event of its type attracts more than 200 valuable collector cars to the Pebble Beach Golf Course on the Monterey Peninsula, USA.

The invitation to the **Pebble Beach Concours d'Elegance** (August 19, 2012) alone is a feather in the cap. A prize at Pebble Beach can seriously enhance a vehicle's value. Credit Suisse's guests can enjoy the Concours, and also join in the exclusive Pebble Beach Tour to Carmel along the famous Highway 1.

The week of automotive events that culminates with the Concours d'Elegance also includes The

Quail motorsports gathering, and the exclusive Quail Rally, both sponsored by Credit Suisse. The Quail is widely regarded as the perfect classic car garden party. This invitation-only rally treats participants to the scenic backroads of the Monterey Peninsula during the day and lets them enjoy world-class dining in the evenings.

Yet another unmissable diary date for the classic car enthusiast is the unique **Goodwood Revival** (September 14 - 16), which Credit Suisse has co-sponsored since 2009. This annual classic on the vintage car scene attracts over 100,000 motorsport and classic car enthusiasts - for the most part

dressed in period costumes - to the Goodwood Motor Circuit in the South of England. Enthusiasts can marvel at the heroes from the golden age of motorsport from the period 1948 to 1966, and become a real part of this truly extraordinary spectacle.

In addition to an exclusive hospitality lounge facing the racing circuit, Credit Suisse will offer its guests tours through the paddock. They can enjoy being accompanied by famous drivers who will not only acquaint them with their vehicles, but also entertain them with gripping tales from their careers.

On Friday September 14, 2012, Credit Suisse will host the 2nd Historic Racing Forum at Goodwood, following on from the inaugural Forum in Monaco. With renowned names from the historic racing world, the Forum will enliven and entertain media and selected guests, just as it did at the GP de Monaco Historique back in May.

In addition, Credit Suisse will be marking the Goodwood Revival with the 'Motoring Bugle', copies of which will be distributed at numerous locations throughout the event.



### Exclusive classic car rallies

In addition to sponsoring international classic car events at Goodwood, Monaco and Pebble Beach, Credit Suisse also organises two of its own classic car rallies every year, inviting around thirty international teams to special locations on each occasion.

From tricky mountain trials in the Swiss Alps to sun-soaked

coastal roads on the French Riviera and narrow village lanes in the Italian provinces, there is something to cater for every taste. The classic car owners have a great time, both on the road and at sensational venues. They witness many unforgettable moments and hear many equally memorable tales. It's a great way to foster personal networks.

Further information on the Credit Suisse Classic Car Program can be found at:  
[www.credit-suisse.com/classiccars](http://www.credit-suisse.com/classiccars)

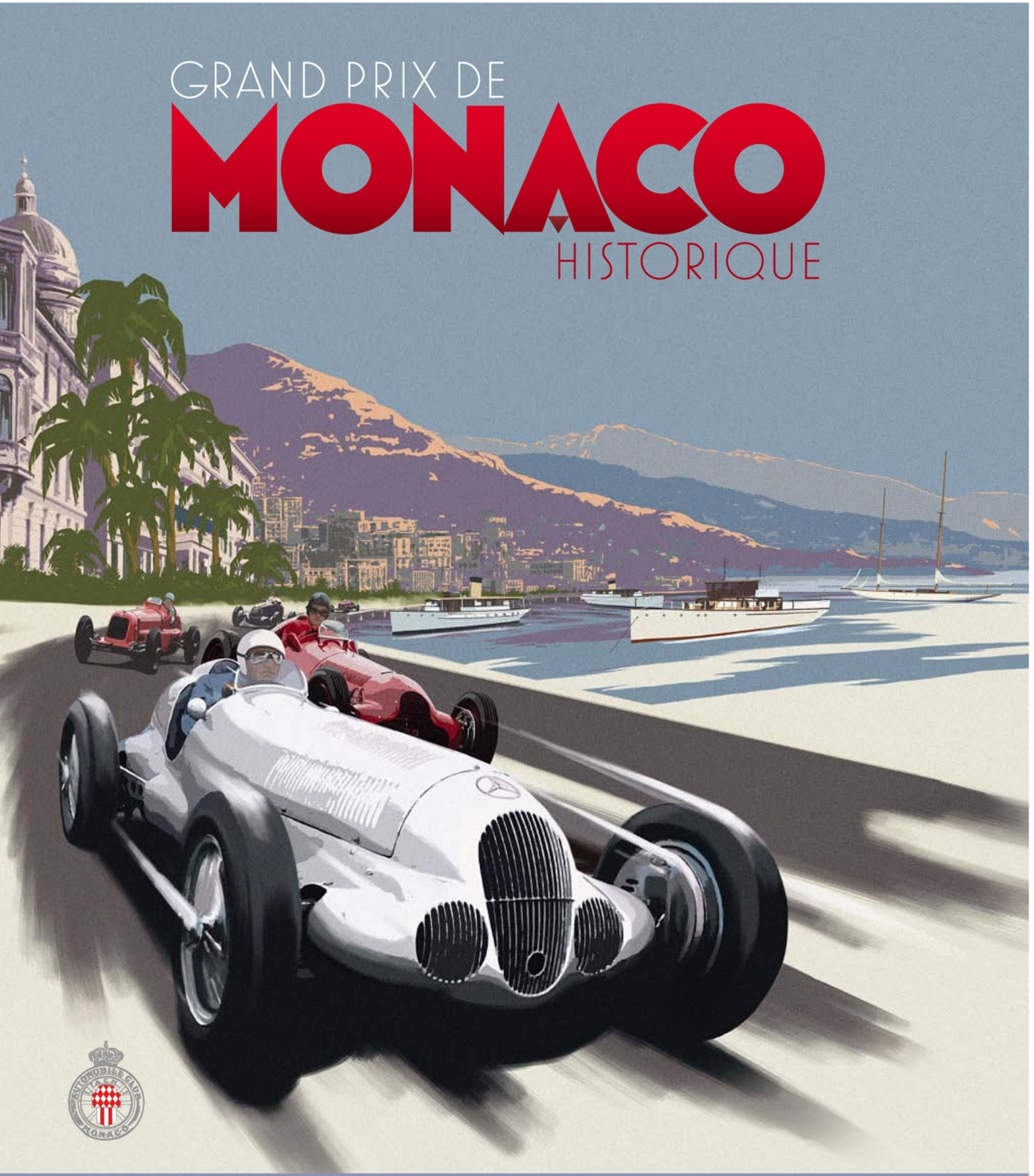
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LES AMIS DU CREDIT SUISSE



GRAND PRIX DE  
**MONACO**  
HISTORIQUE



**GRAND PRIX DE MONACO HISTORIQUE.**

Credit Suisse. Proud to partner the world's key classic car events.

[credit-suisse.com/classiccars](http://credit-suisse.com/classiccars)

# Editorial



**W**hile the global economy continues to fly through some pretty severe turbulence, the classic car market seems to soar serenely above the clouds, untroubled by the woes below.

It must be said that this state of affairs does worry some of us, in particular those who have been through the rust bust

before, but I remain convinced that the pricing sanity at the man-in-the-street level of the market should shore up the vast majority of us against any impending disasters.

The same probably can't be said of the super-exotic end, where any 'correction' will more than likely be rapid and dramatic. Then again, if you can afford to spend more than £20million on a Ferrari 250GTO in the first place...

For me, that leads on to one of most interesting recent developments: the emerging transparency over prices in Billionaires' Row. Not so long ago, these cars only changed hands extremely privately and extremely discreetly, nothing so vulgar as how much was paid ever being revealed. Nowadays, possibly fuelled by the wider media appetite for classic car stories, many of the high-end sales can be worked out to within a few quid. To be honest, I am not sure if such openness is a laudably honest thing, or whether it paints an unflattering and slightly unrepresentative picture of our hobby in the national press. I guess we'll find out if those vultures start circling. **JAMES ELLIOTT** Group editor, *C&SC*

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## A word from our partner

**Credit Suisse** is proud to have been a passionate and loyal supporter of the classic car scene since 2004. In addition to providing an exclusive network among enthusiastic followers of historic racing, we manage a wide-ranging Classic Car Program that includes two rallies per year – one in spring and one in autumn. We also sponsor leading international historic motoring and motor sport events, such as the Grand Prix de Monaco Historique, the Pebble Beach Concours d'Elegance and the Goodwood Revival Meeting.

We are delighted to join *Classic & Sports Car* once again to produce this *Market review* and we hope you find it useful.



**haymarket**

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# Global market news by James Page



## THE RISE AND RISE OF AUCTION EXOTICA

Anyone who was waiting for signs of the market waning as the New Year dawned would have had their doubts swept away by January's round of Scottsdale auctions. Six firms – including, for the first time, Bonhams – posted a combined haul of £150m.

Seventeen cars broke the \$1m barrier, with the top seller being Gooding & Co's alloy-bodied 1955 Mercedes-Benz

300SL Gullwing at \$4.62m. In a week of big numbers, however, the largest total came from Barrett-Jackson. The company raised \$90m from its mammoth lot list of 1291 cars.

Pick almost any major auction from the past 12 months, and somewhere in the results will be a record price. One of the most notable was an 1884 De Dion-Bouton that doubled its lower estimate

by selling for \$4.62m at RM's Hershey sale on 7 October.

That market strength lasted through Scottsdale and into 2012's early European sales. Artcurial enjoyed an impressive Rétromobile auction on 3 February; its total of €14.5m was the highest figure for a collectors' car sale in France.

A big chunk of that came from the ex-Roger Vadim Ferrari 250GT California

Spider LWB, which made €4.5m, and the Italian marque has once again performed consistently strongly on the international stage. Following on from the Vadim California, the annual Monaco fixtures, held in May, were dominated by cars from the Prancing Horse stable: RM managed to shift a 625 at €5.04m, a 225 Sport Spider for €2.55m, and a Dino 206S at €2.52m.

### GTO: DREAM INVESTMENT

The first half of 2012 saw a flurry of activity in the very private world of Ferrari 250GTO sales. Chassis 3505 is a 1962 example that was intended to be raced by Stirling Moss, and was finished in the pale-green livery of the UDT Laystall equipe. The Ferrari has been sold to a US-based enthusiast for a figure believed to be £22.7m. In

February, it was reported that British businessman Jon Hunt's GTO – 5095 – had been sold for £20.2m, while BBC Radio 2 Breakfast Show DJ and avid marque enthusiast Chris Evans has also offloaded his Series 2. Evans bought the car for £12m in 2010. Estimates put the value of his GTO at approximately £18m.

### BUSY UK SCENE THRIVES

The buoyant state of the market currently seems able to support the proliferation of British auction houses but, with the occasional sale rate of 40% or lower being posted, it's clear that success cannot be taken for granted. Newcomer Historics at Brooklands, however, has managed to string together three successive £1million-plus auctions, while Bonhams' Oxford sale on 3 March achieved a full house with an impressive 100% sale rate. H&H has shaken up its business this year by introducing three types of auction: Specialist, General and Open. It has also begun to offer 0% buyer's premium on certain sales.



# LATEST ASTON SUCCESS STORY



Clockwise, from above: DB6 has topped sales for H&H, Bonhams and Historics



## LE MANS HEALEY SELLS

An Austin-Healey 100S set a new record for the model at Bonhams' 1 December auction, selling for £843,000. The car was involved in the 1955 Le Mans accident that resulted in the death of 83 spectators. The dilapidated but complete works car comfortably topped its £5-600,000 estimate.

## MERCEDES IN DEMAND

The Mercedes SL has been steadily rising in value. At Techno Classica Essen, W198 guru Ivan Page-Ratcliff noted that prices have gone up by 20-25% in the past year or so, with Roadsters gaining ground on the Gullwing.



The overwhelming success story of the past 12 months has to be the rise in values for Aston Martin's DB6. Once overlooked in favour of its film-star predecessor, the British GT has been pulled along in the slipstream created by the DB5.

H&H has established itself as something of a DB6 specialist. On 16 February, it claimed a record price of £242k for a 1969 Mk2 that had been upgraded with a 4.2-litre engine. In April, it followed

that up with a low-mileage '70 Mk2 Vantage at £210,000. On 26 May, it even took £69,500 for a '68 Mk1 project.

Historics at Brooklands was another that announced the DB6 as a top-seller, this time at its 18 February auction, but H&H's price was only bettered on 19 May, when Bonhams sold a Vantage for £250,140 at, fittingly, its Aston Martin Works Service auction. At the same sale in 2010, a Vantage made 'just' £87,300.

## RECENT RESULTS

**£250,140** Bonhams May '12  
**£242,000** H&H Feb '12  
**£210,000** H&H Apr '12  
**£209,000** H&H Sep '11  
**£186,000** Historics Feb '12  
**£173,138** Artcurial Feb '12  
**£170,000** H&H Feb '12  
**£152,700** Bonhams May '12  
**£143,000** H&H Sep '11  
**£125,316** RM Jan '12  
**£121,000** H&H Oct '11  
**£116,000** Coys Apr '12

## SENNA FEVER SUBSIDING?

Items associated with Ayrton Senna have, perhaps surprisingly, suffered mixed fortunes. On 25 February, Silverstone Auctions sold a helmet and overalls for a total of £101,500, but later failed to shift Senna's '84 F1 Toleman.

## Barn-finds still prosper

During a year in which multi-million pound exotica graced any number of glamorous auction locations, one of the most eye-opening prices was the £40,250 paid for a basket-case Mini at Bonhams' Hendon sale on 30 April. The 1959 Se7en De Luxe was only the eighth of its type and is reputed to be the earliest unrestored example in the world. Its upper estimate was just £15,000.

The fascination with project cars shows no signs of abating on either side of the Atlantic. Last autumn, Bonhams also shifted a Bugatti Type 57 that had been off the road for 30 years for \$337,000 – more than twice its lower estimate.

## COLLECTIONS REHOUSED

A number of high-profile collections have recently been moved on, from museum-based groups to race-ready competition cars. Auctions America by RM handled the sale of the Lee Roy Hartung collection from 3-5 November. Including everything from automobilia and licence plates to cars and 'bikes, the no-reserve event reached a total of more than \$3.95m.

One of the stars of Gooding & Co's Amelia Island sale on 9 March was the Drendel Collection of Porsches. The 18 cars covered 25 years of marque history, with the star lot being an ex-Mark Donohue 1973 917/30 Can-Am Spyder that made \$4.4m.

A Cadillac Fleetwood at \$200,000 was the top result when Mecum auctioned

more than 130 vehicles that Don and Tom Salmon had amassed over 40 years. The event, held on 16 June, had a 100% sale rate and totalled \$6.95m.



**Q&A**  
**JAMES KNIGHT**  
**BONHAMS**



### How would you sum up the past 12 months?

Business as usual. Prime examples of any car continue to break new ground.

### Which cars do you think are due a price rise?

Ferrari Daytonas, plus the Vauxhall 30/98.

### What will be the biggest challenge over the next year?

It is all about supply and demand. Unlike 20 years ago, however, there is stability in the market – acquisitions are generally made with cash from buyers who can afford to buy.

# Movers & shakers

**Paul Hardiman** singles out the prime cuts that are leading the charge in the classic bull-market

PHOTOGRAPHY C&SC/LAT



**T**hough Aston DB6s went mad, with the world record swapping between H&H and Bonhams (see *Global market news*), the real climber has been the DB4 convertible. The world sat up when Bonhams sold a barn-find car for £350,000 last year, just one of a seemingly endless supply of projects it has brought to auction, and another destined for the Middle East, where pundits reckon there are now 600 cars stashed away. Recently the same auction house achieved almost £700k – nearly \$1m – for another very original car. The clue to the values of these less-than-concours convertibles is that they were both unmolested, and in the latter case practically untouched. Furthermore, that one had been in the hands of one family from new and had a great paper trail.

The market now prizes originality at almost any cost, and the number of true ‘reference cars’ – which have never been apart or restored, and are just how the

factory made them – is tiny. As we have constantly seen, demand when there is limited supply creates inflation – though ultimately these numbers are all notional; the value of anything, after all, is simply what someone is prepared to pay for it.

DB5s continued to head for the stars and then, suddenly, in the past few months we watched a rash of nicely restored examples let go at auction for around £240k – a long way behind the £350k they were assumed to be worth a year ago. Perhaps the market has peaked... though never say never. As the premium models rise, the market always lowers its sights down the range and so the DB6, even the wheelarch-lipped MkII (secret: it's a better car) followed, with those record prices in 2012. Coming up next is the DBS, now considered by the long-sighted to be viable for a proper and full restoration, which still exceeds their value because the best cars struggle to top £70k. Maybe not for much longer.

Those other yardsticks, the Jaguar E-type and the Porsche 911RS 2.7, have



flattened out, the Jag possibly because there are so many and values were artificially hyped as it came up to its 50th birthday, now passed. RSs, according to some industry sources and confirmed by recent retail and auction sales, have peaked and are currently holding steady on either side of £200k, or 20% more if you want to pay for a real M471 Lightweight, of which there are only 200. That's a big number, but the massive acceleration of the past two years has abated. It comes back to originality: one dealer who handled six in the first half of 2012 told me that people want their



Tourings to look like Tourings, and not with bits deleted to look like Lightweights.

Moving slightly east, there remains no rational explanation for why a BMW CSL is usually priced at less than a quarter of an RS: both are limited-production, hand-built 'lightweight' German performance coupés of the '70s, and both are a great drive. The word is that, while small-bumper 911s may have topped out, there's some wind left in the 3.0 CSL, with carburetted cars, of which 169 were built, approaching £100k and 'Batmobiles' the other side of the ton. Straight, fuel-injected CSLs, steady at around £40k, have been caught up and overtaken by the very best examples of its younger sibling, the great E30 M3, which itself sells for twice the

price of its nearest competitor and – whisper it – perhaps the nicer car, the Porsche 968 Club Sport. Barney Halse of Classic Heroes reckons that M3s have reached their limit, having recently sold a Sport Evo for £60k. Right-hand-drive Club Sports, with 200 examples built, have gathered pace a little, though over £20,000 is the exception rather than the norm, with most in the £12-20k range. As with the 911, the

## 'RACE PEDIGREE IS IRRELEVANT ON THE ROAD, WHICH WORKS IN A BUYER'S FAVOUR'

M3's huge competition pedigree is what makes it 'worth' twice as much – but, since that is almost irrelevant on the road, the price gap is something that can work in the buyer's favour rather than against it, if you're prepared to think outside the box.

Back in Blighty, Jaguar Mk2s suffered one of their periodic downturns, with decent cars dipping to £12k, while MkXs and 420Gs realised their true values, a handful of very nice examples selling for around £20k at auction, which is approaching smart MkIX money. Early Minis appeared to be all the rage as a rotten one – OK, the fourth-oldest left in the world – went for more than £40k and then... lots of 1960 models came out of the woodwork and didn't, or went for average 'classic' Mini money (£4-6000). British sports cars remained strong, TR3s climbing to Morgan Plus 4 levels – about £25k, which makes sense for a tough and usable sports car, and that isn't far behind Austin-Healey 100s, with nice cars around £5000 more. Though the early Healeys have the purest shape, the later cars with more creature comforts always sell for more, top restored MkIIIs fetching nearer £65k, which is the new territory for nice E-type roadsters.

Left-right: blue-chip Miura SV; E-type prices have relaxed now that the 50th birthday has passed; 968 Club Sport – cut-price alternative to an M3?



Clockwise: interim 100/6, still the bargain of the Big Healey bunch; desirable M3 Sport Evo; RS slowing? This one was £205k; CSL looks cheap in comparison



The gap between MGBs and Cs widened slightly, too. Once they were closely comparable; now you need to fork out £12k-plus for a decent CGT, which is very nice B roadster money. And, if you had a good TR5 to sell, it appeared you could name your price, with retail and auction numbers in the high £30ks. While the bigger-engined cars reached dizzy heights (£350-400k for recently built 6½s in Vanden Plas Le Mans-style form, Bentley 3 Litres quietly hardened – up around 10% to £125,000 for pretty much any running car, with the exception of original examples commanding £100k more than that.

Chopped – er, sorry, ‘converted’ – cars showed a downturn: now, there’s an interesting game of soldiers. In the good old days, a convertible used to be worth about twice as much as the same car in tin-top form, and therefore slicing off the roof usually conferred a bit of value. That still works, on some models. A real Mercedes 280SE 3.5 Cabriolet is now around £130k, and top retail for a Coupé is £65-70,000. Last year, one London dealer was asking £80k for a chop, going some way to splitting the difference. But Ferraris are different, because the market likes originality. So, while we have 365GTB/4s retailing for around £200,000 and real Spiders at more than twice that, nearer \$1m, chopped cars, however well done, have been struggling to make as much as an original coupé. At least one 275 has had its roof put back on

and, as a Daytona owner said to me at an auction recently: “There must be lots of roofs around.” No one has quite put their finger on the difference between an original and chopped/reunited car yet, but I’d guess that it’s in the order of 10-20%. Best make good chums with your local friendly aluminium welder. In a similar vein, the best 911RS 2.7 replicas, usually made out of 2.4s, fetch around £65-70,000 and, due to the resulting thin supply of 2.4s, try to find a nice example for that.

Unmolested Daytonas continue to loiter well behind their spiritual competitor, though, the Lamborghini Miura. 365s, artificially cheap in the three years up to 2010, rebounded to their present healthy levels over a period of little more than 12 months, though still nowhere near where they were 20 years ago. A small glut of Miuras at auction fetched at least £300k, mean-

ing that they’re just about holding steady, having made massive leaps over the three years to 2011 – though you can double that if you want an SV, and add more if it’s an SVJ you’re after. Production numbers tell some of the story, with 1406 Daytonas made to 764 Miuras. The Ferrari market says that the next big thing is the 512 Boxer, which has been hanging around the £70-90,000 mark for too long. If it follows the Daytona curve to rehabilitation, expect prices to have hit £150k by the middle of 2013. There are still plenty of cheap Fiat- and Montezemolo-era 12-cylinder Ferraris

## ‘FERRARI MARKET INSIDERS SAY THAT THE NEXT BIG THING IS THE 512 BOXER’

Early Minis are steady, despite one stellar result. Above right: 280SE 3.5 chop was £80k, still half the price of an original; Allegro sold for £4480



out there in the shape of the Testarossa, perhaps hardening slightly in the mid-to-late £30ks, and the bargain of the decade, the 550M, still available from the low 30s.

Competition cars – ex-works Mk1 Escorts, Minis and the like – held steady, the market perhaps limited by the stark truth of the numbers: a ‘real’ car costs about the same as a new contender does to build, and there’s little you can do with the former without destroying the one thing that makes it valuable – its originality. Somehow an ex-WRC Ford Focus at £90,000 can look a lot more attractive than a beautiful,

original Mk1 Escort consigned to a life of static appearances in fields. Though you need a computer if it ‘fails to proceed’ and megabucks if you bust a transmission. Paradoxically, road-trimmed RS200s climbed by about 10%, presumably on their pure collectible investment value, though once again there is little in real life you can do with them unless you pull ‘em apart and turn them into seriously fiery rally or rally-cross cars, in which case... you’ve got it.

After years of waiting, we reckon that the Alfa Montreal, that unsung junior supercar, has finally started to move. While a couple of years ago high teens, for which average cars still change hands at auction, would have bought you the best in the UK, on mainland Europe things appear to be hardening slightly, with the best cars asking (and getting) €30,000. That most are left-hand drive helps, of course. But a casual glance at this V8-engined ‘70s baby exotic does have you asking “why aren’t they £50k?” and the market looks set to eventually catch up. Maseratis remain artificially cheap, too. The nearest mechanical equivalent to a ‘60s Aston, a 3500GT or a Mistral, struggles to get over £70k, which currently buys you a DB6 restoration project, or less than a third of a very average DB5.

Nervousness about the economy, particularly during the front end of 2012, which was beset by worries over Greece’s possible pull-out from the Euro, sent a few wobbles through the lower echelons of the auction world. That means sub-£30k cars, where the stock had to be very good or it simply didn’t attract any bids, leading to a couple of slow sales around April and May. But, with several new players in the market in the past two years, that may just be down to too many auction houses chasing too few cars. Certainly, the perennial moan from the dealers is that they “can’t find the stock”. And certainly, the market is becoming rather more picky, with plenty of outlets and sellers to choose from and compare online. It isn’t that poor cars are cheap; they have to be smart just to sell, but that, surely, can only be good for the world’s stock of classic cars. This was the case with the Ferrari Dino: where average-to-poor cars could be had for as little as £70k last year, now they simply aren’t selling.

Refreshingly, and proving that collectible cars are not all top-end, at H&H’s Buxton sale in May 2012 there was an Austin Allegro with just 6751 miles on the clock that fetched £4480. That’s £1818 more than it cost new. Museum preservation was the reason for its excellent overall condition and, while some folk may say that’s the best place for it, the sale proves that collector cars don’t have to be blue-chip Ferraris. One day, we might even thank the new owner for preserving it.



Clockwise, from above:  
Mk1 Escorts are still  
heady money; Montreal on  
the march at last; real  
365GT/4s are \$1m;  
Bentley 3 Litres up 10%



# Modern classics: the rise

Spearheaded by the 'Youngtimer' phenomenon, youthful classics are on the climb. **James Elliott** picks the winners, and his tips for the future

PHOTOGRAPHY **C&SC/LAT**

It's an exaggeration to suggest that the 1980s and early 1990s performance car genre was ever on its knees but, like so many, these models did suffer their own period of mainly 'fallow' years. Less than a decade ago, prices had bottomed out, cars were being snapped up by young blades from the PlayStation generation with *Gran Turismo* aspirations and granary-loaf budgets, and the future for so many road and track icons looked bleak.

All of that has changed in the past few years with a new breed – let's call them the *PistonHeads* generation – first of all wading in for original, low-mileage, unmolested examples, and then working their way down the food chain until even the most ragged track-day specials found homes that would nurture and cherish them.

All of which leaves us at a fascinating juncture. There is no doubt that the only way is up for the Premier League of '80s and early '90s performance – the F40 and its ilk – but just as many are still on the turn, or yet to take off at all. And some still languish in those dreaded nether-regions between 'cheap fun' and the scrapman.

Here's our top fours in those categories.

## GOING, GOING, GONE...

### FERRARI TESTAROSSA FROM £35,000

£18,000. That's what one *C&SC* reader paid for a sound, road-legal example of Ferrari's big-bottomed supercar fewer than five years ago. At the start of 2012 the same car would have cost £40k, and six months later you can add another £5000. That is not to say that there aren't cheaper ones out there, especially if you hunt through the German and Italian classifieds, but the buyers (who will pay up to £90k for the best cars!) aren't interested in TRs that will be off the road for any length of time, or present their owners with huge bills.

The new, savvy TR buyer is happy to pay more for low mileage and reasonable servicing costs, giving them three or more years of fun before they move the car on or step up to their next Ferrari. Except that more and more of these buyers aren't stepping up or selling on: finally, the 1980s' poster car – not always with the most positive connotations – has won both hearts and minds.

What to pay? As much as you can, and at under £40,000 get it properly checked over by an expert or it could clean you out.





**BMW M3 (E30)  
FROM £15,000**

Truth be told, these big-arched left-hooker supersaloons took off a long time ago. Unlike their most natural rival (the Delta Integrale, see right), values never fell much below £10,000 even for rough ones. With the added kudos of being the first M-sport success story, plus nearly 200bhp on tap (and that was a big deal in 1986), these cars are climbing fast and, again, there is a huge premium for the very best cars.

Distinctive to look at and far too complicated to fake with any degree of accuracy, the M3 combined modern technology and olde-worlde tail-out fun in a way that few could rival. While 60mph in sub-7 secs and a near-150mph top speed hardly set the world on fire today, the original M3's performance in Touring Cars, on the roads, on TV and in magazines forever secured it a devoted audience that is now prepared to remortgage to live that childhood dream.

The cheapest we could find was a project for £6000, but proper cars start at £15k and go to double that and more. Hint: consider the 320is – an Italian (and Portuguese) tax-dodging M3 that costs a whole lot less.

**AUDI QUATTRO  
FROM £10,000**

Older and slower to rise than the other cars in this group, the quattro has been gathering momentum for a long time. More the last throes of the previous generation than the vanguard of the new, the quattro is a big, heavy technical marvel with a buyer who is commonly a decade older than your typical M3 or Integrale enthusiast. Plus, it lasted so long that the relative values are pretty confusing, though by the same rote the fact that oldest and purest (or very last

and fastest) is now most expensive means that classic status has been achieved.

We need not start going into its rally achievements, because you will have to be very wealthy to start dipping your toes in those waters, but, short-wheelbase Sport aside, road cars are a seriously tempting proposition. Born at the birth of the '80s, it was propelled by a five-cylinder turbo-charged engine driving through the first accomplished modern four-wheel-drive system. The Audi is solid and hefty, but has the oomph to compensate. In 1980 this car was as mindblowingly futuristic as *Tron*, yet within a few years it was as outdated as a pint of mild. That didn't stop it ruling until the '90s, eventually uprated to 20 valves.

Prices now run pretty much parallel with M3s, though the cheapest are cheaper.

**LANCIA DELTA INTEGRALE  
FROM £10,000**

There was a time when Integrales were practically being given away due to their crippling servicing costs. We know of an early 16-valve car with a full MoT and no problems that could have been had for just £1500. Browse the small ads today and you'll be looking at a minimum of £10k for something you can jump in and drive.

Yet another rally-bred road warrior, the Integrale was born with 8 valves and then moved to 16 (and a humped bonnet) before it started moving into Evo territory. Coming equipped with all of the idiosyncrasies of a Latin homologation special, all of the torque of a rally car and the most beautifully weighted power steering built to date, the Integrale is a driver's car like no other. It will drink fuel, especially if you keep it on boost, and the 'screen will probably rot out, but you simply won't care.

It also has a shamefully low top speed for a car of its type (just 137mph), but for many that just underpins the rallying philosophy and credentials (the maximum is never going to be used, so all that matters is launch speed, grip and 0-100mph). Don't pay a premium for cars converted to right-hand drive; much better to learn to live with a Delta the way Lancia built it.



## ON THE BOUNCE



### HONDA NSX FROM £18,000

The Ayrton Senna-developed everyday supercar never sank low, but nor has it risen very high. So far. With cars still on offer for under £20,000, you do need to be wary because, unlike period rivals, the NSX's usability means that many piled on the miles. We are still undecided on whether it's worth paying a premium for a manual when the auto is so good, but we will issue our customary warning about rear tyres: the NSX shreds them every 8000 miles.

Thanks to the longevity of the model – in production for 15 years from 1990 – later cars are still second-hand rather than classic, and therefore more expensive forecourt fodder, but £20-25,000 is where you should be looking for a decent 1990s example.

### TVR GRIFFITH FROM £8000

Old-school in a good way, only the most ragged examples of this curvaceous, feral V8 will get any cheaper. And those few will probably keep deteriorating until they are only good as spares cars. The reason for that is because there are so many beautiful Griffiths out there serving a thriving market for the beast from Blackpool.

If you want one, you're spoilt for choice through both private and dealer sales. And its credentials are impeccable: sub-5 secs 0-60mph; a well-balanced – but edgy – driving experience; plus the likelihood of a few niggles. It's the modern-day Cobra.



### PORSCHE 911 TURBO FROM £15,000

Although the 964 series that replaced it is due for a rebalancing, we're sticking with the first-generation turbo here. Launched in 1974, it not only saw off that decade, but all of the '80s, too. By then the flat-six was 3.3 litres, and only the run-out cars came with a five-speed 'box. Although arguably not quite on the bounce because there hasn't been a recent rapid rise in values, they stopped going down some time ago.

That said, anything in the region of £15,000 is going to be very long-legged and you need to spend at least another £5000 to get into daily-driver territory. A sign of its desirability is that you can easily spend £50k, and not necessarily on a flat-nose.



### FERRARI 456GT FROM £20,000

The car so many enthusiasts dream of owning, despite the generation of non-enthusiasts who got there first, piled on unheard-of mileages for a V12 Ferrari and teased out the little problems the model subsequently became notorious for. Well-used examples have been sliding towards £15k at auction, but, although you may find one for that, we'd advise avoiding anything under £20k and approaching sub-£30,000 cars with caution. Bear in mind that these cars were £170,000 new. That, and the fact that it's a Ferrari, should mean that a cared-for car can only go up in value, giving you an unrivalled feelgood factor all the while.

## NEXT TO GO?

### LOTUS ESPRIT TURBO FROM £5000

Off the record, Lotus experts will bemoan the V8 Esprit and sing the praises of the higher-spec turbo 'fours' such as the S4S. And they are not alone in thinking that: those coveted models are already valued accordingly. An earlier, wedgier car can be had for virtually nothing, although we would recommend that you aim to spend £10,000-plus to be on the safe side. Born as the '80s dawned, even the undeveloped Turbo Esprit – wearing a sharp Giugiaro or Stevens suit – will get you to 60mph in 5.4 secs and top out just shy of 150mph.





**RENAULT GTA V6 TURBO  
FROM £4000**

The perpetual rival to the Esprit in the motoring press, albeit virtually an unknown on British streets, the Alpine is one of those cars that everyone shouts about, but few people seem to own. Slower to 60mph but faster outright than its Hethel nemesis, the Alpine was incredibly slippery through the air, light and beautifully balanced.

All the talk of quirkiness and fuss over reliability and build quality just meant that a lot of people missed out on a sublime driving experience. Scruffy normally aspirated cars can be found for £2000, Turbos twice that. If you can stretch to it, the GTA's Alpine-badged A610 successor is essentially the same, but even better.



**TVR CHIMAERA  
FROM £6000**

The Griffith's cheaper, marginally softer and more practical brother may not have quite the smoothness (or aggression) of line, but has a huge fanclub all of its own. Buyers are drawn by the fact that you can not only go away for a weekend, but also take a toothbrush with you. Prices have always been pegged a few grand lower than the Griffith, and likely always will be. Same performance, less outlay: what's not to like?

**FERRARI 348  
FROM £25,000**

It was bombarded with brickbats when new, but the world is coming round to the first modern-generation junior Ferrari. Values never slipped below the dregs of the 308 market but, while many predicted that they would, instead the 300bhp V8 picked up its skirts and started heading north. They remain in a pretty narrow band today, few passing £35,000 even with dealers.



**GREAT FUN NOW,  
WITH INVESTMENT  
POTENTIAL**

**MERCEDES 190 COSWORTH  
FROM £3000**

Although one of the oldest cars on this list, the Benz is still languishing. If you can't afford an M3, but want a square-rigged saloon with DTM aspirations, this is the car for you. At the top end you'll find genuine low-mileage cars that have been looked after, at the bottom you'll see levels of abuse that will make you want to call the authorities.



**SUBARU IMPREZA TURBO  
FROM £1000**

Spearhead of the '90s Japanese invasion, the Subaru alienates classic purists yet entrances younger petrolheads. The long production run is unlikely to stop these cars being collectable because the attrition rate is so high. Now, though, in terms of pounds for performance you'll struggle to do better.



**HONDA S2000  
FROM £4000**

In concept, the high-revving, high-tailed Honda was the purest driver's car to come out of the '90s. Investment potential is limited, but do you really care? After all, for £5000 you can have a practical, reliable 240bhp sports car that will sprint to 150mph.



**LOTUS ELISE  
FROM £6000**

The cheapest Elise we could find was under £5k, but we aren't use that as a benchmark! Spend a little more and you should be able to secure a nice, medium-mileage car that offers a supremely tactile and involving experience. It may be a while before they go up... but you'll have fun waiting.



# An insider's guide to the classic year

In 2011, Simon Kidston revealed the key events for the 'trade'; now **Mick Walsh** offers the same advice – and crucial top tips – for the enthusiast

PHOTOGRAPHY **ERIC SAWYER/C&SC**

The Mille Miglia is a once-in-a-lifetime trip... if you have an eligible car. If you don't, thanks to no-frills flying, it is an affordable and cool spectator event





## FEBRUARY

### RÉTROMOBILE, PARIS

It isn't the biggest indoor show, but *Rétromobile*, France's premier static event – held at Porte de Versailles exhibition complex, Paris – remains an enticing date for the world's foremost collectors and brokers. The chance to catch up with friends and gossip after the winter, plus the appeal of its romantic city location, all add to *Rétromobile*'s draw. In recent years the show has been revitalised by a new organising team that has shortened its duration to five days. The weekend also includes two major auctions, with Artcurial inside the show and Bonhams at a city-centre venue. If you love flamboyant coachwork, automotive art, or models, this is a must-visit event for all enthusiasts. No classic show rivals *Rétromobile* for chic style and panache – one to take a classic-sceptic spouse to!

**TOPTIPS** Don't think of driving there because Parisian traffic and parking are a nightmare. Take the Eurostar and arrive relaxed. Thursday evening is the best time to visit because there's a special atmosphere as clubs enjoy social gatherings around the show.

**INFO** [www.retromobile.com](http://www.retromobile.com)



## MARCH

### AMELIA ISLAND CONCOURS

Founder Bill Warner had a unique vision of a true enthusiasts' event for this blue-chip Florida concours. Driven by his lifelong passion for motor sport and a love for all types of American car design, from oddballs to pre-war greats, the classes are wonderfully diverse. Each year, Amelia celebrates a racing hero with a special display, resulting in a split Best of Show award. As well as a fantastic Sunday-only line-up on the Summer Beach fairway, the weekend features auctions by RM and Gooding & Co.

**TOPTIPS** Don't miss the special event seminars featuring great drivers and styling legends. Rise early on Sunday to watch the cars drive on to the showground. Extend your trip and motor up from Orlando to visit Daytona Beach, where Land Speed Record greats once blasted along the sand; plus the Don Garlits Museum at Ocala.

**INFO** [www.ameliaconcours.org](http://www.ameliaconcours.org)



You'll need contacts to get into Villa d'Este, but the next day at Villa Erba anyone can buy a ticket

## APRIL

### VILLA D'ESTE CONCOURS

Many concours have no historical context, but the fabulous Villa d'Este event was first staged at the prestigious hotel on the banks of Lake Como in 1929. The beautiful location and a stunning 50-car entry – from coachbuilt Alfas to sensational 1960s sports-prototypes – has a unique appeal. As Riva speedboats cruise around the lake, a select group of judges and members of the public attempts to select the top awards at the private occasion. For the less privileged, the event relocates to the grounds of nearby Villa Erba, the famous home of the Visconti family, the following day. As well as having the space to really appreciate the star cars, this public day also features a new motorcycle concours, concept designs and a themed display before the final trophy presentation.

**TOPTIPS** Make friends with an entrant so you can snag an invite to Villa d'Este. And if you get in, take the opportunity to chat to famous stylists including event regular Tom Tjaarda. Best to stay further north on Lake Como at such beautiful towns as Bellagio or Menaggio.

**INFO** [www.concorsodeleganzavilladeste.com](http://www.concorsodeleganzavilladeste.com)

## MAY

### MILLE MIGLIA

The appeal of driving the famous Mille Miglia road course never dwindles and every year the renowned Italian three-day event is oversubscribed. The 380 cars that tackle the route range from vintage OMs to exotic 1950s Ferraris, and make a marvellous spectacle following in the tracks of the greats, with a night start in Brescia for the run to Rome and back. Manufacturers turn out in force, with works teams from

Mercedes-Benz, BMW, Jaguar and Alfa Romeo. Make sure you are in Brescia on Thursday, when the city embraces the event in style. The centre is taken over for the final stage of scrutineering in the famous Piazza della Vittoria with the backdrop of the spectacular 1932 post office building.

**TOPTIPS** For a fantastic Mille Miglia-themed road-trip, head to Brescia for scrutineering; visit the Mille Miglia museum, and then head to Lake Como to find a roadside restaurant to watch the cavalcade at night. Drive the Tuscan passes on Friday before the event gets there, and then head south of Siena to Radicofani to see the cars return on Saturday. The scenery is stunning and there's no better place to see and hear machinery such as the legendary Mercedes-Benz 300SLR.

**INFO** [www.1000miglia.eu](http://www.1000miglia.eu)

### GP DE MONACO HISTORIQUE

No historic race meeting matches the biennial Monaco festival for glamour. From supercharged straight-eights to yowling Cosworths V8s, there's no better location to hear the greatest racing engines as they gun through Casino Square, or blast out of the Tunnel. The event features seven grids around the famous street circuit including one Pre-1953 sports car group to celebrate the year the ACM switched to two-seaters for the Grand Prix. The high-profile weekend also features several auctions including RM, Bonhams and Coys.

**TOPTIPS** Keep costs down by staying along the coast in one of the beautiful seaside villages, and then travel in by train. Book grandstand tickets at different corners to vary viewpoints through the weekend, and don't miss the Credit Suisse Historic Racing Forum hosted by C&SC's Alain de Cadenet and Simon Taylor on Friday.

**INFO** [www.acm.mc](http://www.acm.mc)

# JULY

## LE MANS CLASSIC

Thanks to the vision of Patrick Peter, after just five runnings the biennial Le Mans Classic is the success story of recent years. Finally, historic racers can live that fantasy of racing the famous French road circuit through the night and day and visitors can have a lap, too, if they book early enough. Five groups, from pre-war greats through to pre-1979 prototypes, compete three times each through the 24 hours. The spectacle attracts classic car fans from all over Europe to watch, with more than 8000 classics in the special club displays and many more in the campsites. Most rate the atmosphere as more enjoyable than the modern event. Attractions include a special concours for genuine Le Mans cars, an Artcurial auction and the Little Big Mans race for children in miniature classics. There's also a special VIP ticket that includes a Michelin-starred restaurant headed by top chef Michel Rostang.

**TOPTIPS** Plan a trip with a group of friends and book a local château or farmhouse for accommodation, just like the race teams of the '60s and '70s. Or camp and revel in the camaraderie. Head out to Arnage to watch the Ford GT40s do battle at night.

**INFO** [www.lemansclassic.com](http://www.lemansclassic.com)

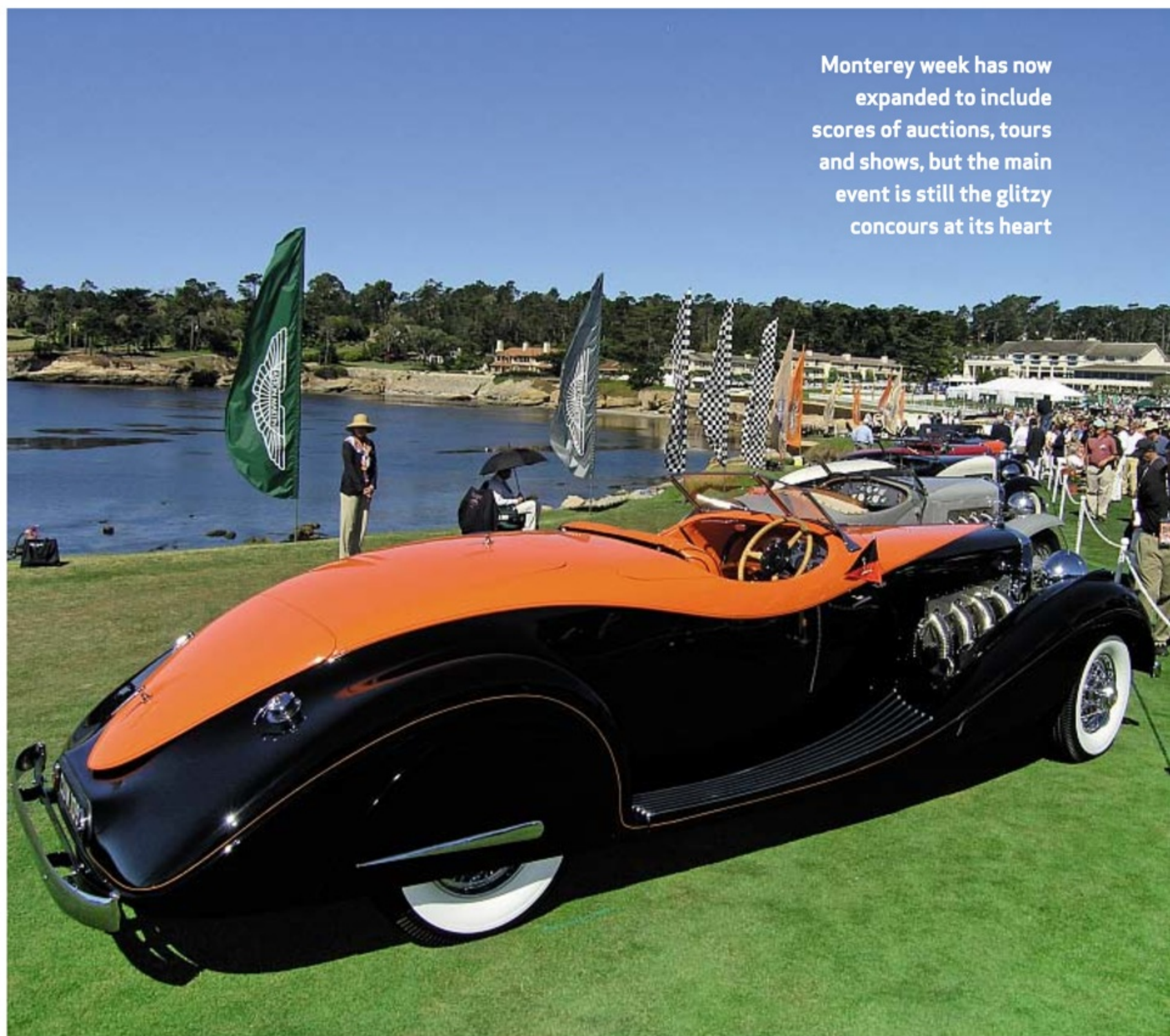


## SILVERSTONE CLASSIC

Where the Goodwood Revival is restricted to pre-'66 cars, the Silverstone Classic can theme races from a wider range of motor sport history at Britain's most famous track. This massive, sprawling event features more than 1100 cars over 20 races, with novel highlights including a twilight challenge for the awesome Group C sports-prototypes, and a special Youngtimer Touring Car grid for post-'77 tin-tops. The huge meeting also features a massive car-club area, extensive automobilia village and evening rock concerts.

**TOPTIPS** Arrive early to avoid traffic and don't miss a trip out to the new International Pits between Club and Abbey corners, where the star racing groups are based.

**INFO** [www.silverstoneclassic.com](http://www.silverstoneclassic.com)



Monterey week has now expanded to include scores of auctions, tours and shows, but the main event is still the glitzy concours at its heart

# AUGUST

## AVD OLDTIMER-GRAND PRIX

Long before the overcrowded calendar of the 21st century, the inspired concept of a historic racing festival was created by German collector Count Hubertus von Döntoff. Since the first event in 1971, the Oldtimer-Grand Prix has been a magnet for racers and 60,000-plus enthusiasts who head to the legendary Nürburgring for this three-day extravaganza on the second weekend in August. It gets under way on Friday with the Historic Marathon, a three-hour challenge for pre-1965 sports and saloon cars on the epic 13-mile Nordschleife. The packed timetable on the new circuit ranges from pre-war sports cars to fire-belching Porsche turbos and BMW M1s. German car clubs turn out in force, and wherever you drive the roads are filled with classics. Although it's a summer event, the weather in the Eifel mountains can be dramatic – be prepared for fog and rain.

**TOPTIPS** Arrive on Thursday for access to the Nordschleife on a public day. Stay in local hostels and hire a mountain bike to ride around the perimeter on Friday during the Historic Marathon. Why not make a road trip of the visit, and drive the old Spa road circuit *en route*? The roads across the Belgian-German borderlands are fantastic.

**INFO** [www.nuerburgring.de](http://www.nuerburgring.de)

## PEBBLE BEACH WEEK

From the free cruise night at the Baja Cantina to the dazzling Pebble Beach Concours d'Elegance itself, nowhere has a greater concentration of classic events than Monterey week in California. A visit takes committed planning, from booking hotels early to securing \$400 tickets for the sell-out Quail Motorsports Gathering that mixes fabulous cars with great cuisine.

The 'week' starts with the Pre-Historic Races at Laguna Seca, a warm-up for the the next weekend, and closes nine days later with Gooding's auction at the Equestrian Center on the Pebble Beach road circuit. With such a wealth of events and auctions, it's key to pace yourself to avoid overload.

The action really kicks off on Wednesday with the free Concours on the Avenue that takes over the main street of Carmel by the Sea with classics and local food. That evening Gordon McCall hosts the Motorworks Revival at the Monterey Jet Center with all types of exclusive machinery, from record-breaking cycles to a Lockheed P38 Lightning warbird. An early start on Thursday for the Pebble Beach Tour is a must, but if you miss the off head for Carmel to see the tour arrive for lunch.

Friday is an impossible day, with practice at Laguna Seca – the only chance you get to see all groups run in one day – Concorso Italiano at the Laguna Seca Golf Ranch,



and the Quail Motorsports Gathering. And don't miss the Concours d'LeMons at a new location outside Seaside City Hall.

The racing begins on Saturday at Laguna – take sunscreen! That night, downtown Monterey comes alive with RM and Russo & Steele auctions. The reason everyone is in California in the first place – the incredible Pebble Beach Concours – is Sunday's must-do. Spend the day mixing with celebrities such as Ralph Lauren and Jay Leno amid the world's most sensational classics on the beautiful fairway, then catch up on the week's gossip in the evening at Gooding & Co's second sale day.

**TOPTIPS** At Laguna Seca, take the hike up to the Corkscrew to witness a big-banger V8 group in action. On Sunday, set the alarm clock for an early start to join the Dawn Patrol and watch the Pebble Beach concours entrants drive on to the show lawn at the famous golf club. Also, visit Automobilia Monterey, Pebble Beach Retro Auto and the Automotive Fine Arts Society.

**INFO (for all major Monterey week events)** [www.mccallevents.com](http://www.mccallevents.com); [www.quailodge.com](http://www.quailodge.com); [www.concorso.com](http://www.concorso.com); [www.mazda-raceway.com/rolex-monterey-motorsports-reunion](http://www.mazda-raceway.com/rolex-monterey-motorsports-reunion); [www.pebblebeachconcours.net](http://www.pebblebeachconcours.net); [www.motorclubevents.com](http://www.motorclubevents.com); [www.russoandsteele.com](http://www.russoandsteele.com); [www.rmauctions.com](http://www.rmauctions.com); [www.bonhams.com/us](http://www.bonhams.com/us); [www.goodingco.com](http://www.goodingco.com); [www.concoursdlemons.com](http://www.concoursdlemons.com)

## SEPTEMBER

### GOODWOOD REVIVAL MEETING

From its authentic race grids to the movie-style set dressing, there's no historic festival like the Goodwood Revival. Spectators start planning period outfits for the annual nostalgia weekend months in advance and, rarely for a classic event, non-enthusiasts make no protest about visiting. The racing includes the finest group of pre-war racing cars in the world, through to the epic Royal Automobile Club TT Celebration, with 1960s GTs comprising the most valuable grid in the world. Distractions from the racing abound, including a wonderful historic aviation concours that allows spectators to walk among the aircraft, a classic motor show, live music and a shopping village for automobilia and vintage clothing. One of the star attractions is the C&SC-backed Revival Car Show, an event in itself with a vast range of machinery from Sunbeam Californian to Ferrari California.

**TOPTIPS** Make the effort to walk around the full circuit, not least because the start-line, Madgwick and Woodcote get packed. Viewing at Lavant and St Marys can be magnificent, and there's no better place to watch WW2 warbird displays. Plan a picnic, and book in advance to register your classic for the special car park.

**INFO** [www.goodwood.co.uk/revival](http://www.goodwood.co.uk/revival)

## NOVEMBER

### LONDON TO BRIGHTON RUN

Dawn in London's Hyde Park on the first Sunday every November offers a unique spectacle as 500-plus pre-1905 cars turn out for the famous Veteran Car Run to the British coast. With the first car leaving at 7am, the oldest machines arrive in the dark and it's captivating to see the steam cars stoking up for the challenge. Also, it's not just about the Sunday event any more: Bonhams hosts a veteran-car auction on the Friday and the Regent Street Motor Show takes place on Saturday.

**TOP TIPS** Watch the British 1953 comedy *Genevieve* before the event, and look out for the famous Darracq film star on the Run. If the early rise for the Hyde Park is too much, head for a great English pub *en route* and cheer the cars as they come through.

**INFO** [www.veterancarrun.com](http://www.veterancarrun.com)





# Bigger is better!

A visit to the giant Hershey swapmeet should be on every classic fan's to-do list. **Julian Balme** is your guide to the greatest show on earth

PHOTOGRAPHY **C&SC/LAT**

**O**f the triumvirate of annual US collector-car events, the Hershey Fall Swap Meet held each October is the preserve of both the old guard and the country's true enthusiasts, many of whom represent the heart and soul of the hobby. After the brash cash-flashing at the welter of Arizona auctions and the old-money, upmarket glamour of the Pebble Beach festivities, Pennsylvania's four-day extravaganza is refreshingly down to earth and open to all. Those in attendance, whether buying or selling, are the keepers of the flame and what they don't know about the

collector-car market isn't worth knowing. Many are of a certain age, meaning that, consequently, in recent years their number has fallen prey to the grim reaper, sadly with little sign of their wisdom being passed on to younger enthusiasts.

Hershey, apart from being home to the eponymous chocolate bar, is the location of the Antique Automobile Club of America's headquarters and museum. The club was founded in 1935, though it was 20 years later that the first Fall Meet was staged in the town's sports stadium by the newly formed AACA Hershey Region.

Somewhere in the order of 300 cars were displayed and considered for judging, with



More than 100 football pitches' worth of Hershey



Gems such as barn-find Nash abound, but aren't cheap

just seven brave parts vendors setting up stalls outside in the parking lot. Within 10 years the numbers had swollen to 1100 vehicle registrations, 336 parts peddlers and 35,000 visitors. Despite several rainstorms turning the show fields into an automotive Woodstock, during the 1970s there was an escalation in flea-market traders and by the end of the decade they numbered a mind-blowing 5300.

When the 1980s arrived, the event just got bigger and bigger. It covered more than 80 acres and for the Region's silver jubilee boasted 2100 show cars, an all-time record. Extra fields were added and still it grew. The Car Corral, an area where a private owner could sell his car alongside like-minded folk, was established and immediately mushroomed. By the end of the century there were 10,425 autojumble pitches covering 134 acres alone. In total, the whole Fall Meet now justifiably claims to be the largest auto show in the world, commandeering a staggering 296 acres, marshalled by 750 volunteers.

In recent years the internet might well have had an effect on those amazing statistics, but for American-car enthusiasts around the world, a visit to the 'sweetest place on earth' during October is still compulsory and, as a barometer of grass-roots values and trends, little else compares.

With that many petrolheads in one place, it was only a matter of time before

## 10 TIPS TO GET THE BEST FROM HERSHEY

- The nearest large city is Harrisburg, Pennsylvania
- The closest airport taking direct flights from the UK is Philadelphia, approximately 100 miles away
- Hershey isn't a large town and accommodation is hard to find, so be prepared to stay out of town and commute in. A car is essential
- Cash-up in advance! There are a few banks, but with no exchange bureaux. Once you are there the only way to get cash is as an advance on a credit card
- There are agents at the showground who arrange shipping if you buy big
- The event is held in early October and can often be wet. Pack accordingly
- To cover all the show fields you will walk over 35 miles. Comfortable, waterproof shoes are the most important item you will need
- The event runs from Wednesday to Saturday with flea-market loading on the Tuesday
- The RM auction is held on the Friday and the car-show judging takes place on the Saturday
- This is a dangerous place for your wallet: don't go if you're only looking!

the auction houses joined in although, given all the other distractions, trying to capture the punters' imaginations has not always been easy and only RM, which pitched up in 2007, is there today. Held in the refurbished Hershey Lodge hotel, the sale's audience seems more knowledgeable than at other auctions. They are there to buy specific cars that they've researched themselves, rather than to impress their chums. As a result, the entries are more esoteric – you are unlikely to find a significant Ferrari going under the hammer at Hershey, while last year's star lot, an 1884 De Dion-Bouton steam runabout that sold for a hefty \$4,620,000, would look similarly out of place at Monterey. It's also interesting to note that of the top 10 sales in 2011, all were pre-war and, of 115 cars offered, only six were manufactured outside the USA. Few Astons or 'Jagwaars' here.

Given the huge number of European vehicles imported into the States post-war, it's incredible that so few are in evidence at an event containing so many cars. The law of averages alone would dictate that there should be more, but the fact is that Hershey is a very American-centric event, although never write-off stumbling across something really obscure such as the mint Renault 10 or Peerless GT found in last year's Car Corral. Out in the fields among the autojumbler there may be a handful of MG or Triumph specialists, but don't ever



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**Solar midget-racer was a non-sale at \$10k in 2004**

expect to find parts for a Daimler Dart or a Sunbeam Tiger, despite more than 70% of the latter's 7067 production being sent to America. Ironically, it's the most British of marques – Rolls-Royce – that is best represented on the show ground, mainly because so many were fitted with US-built bodies.

Home-grown exotic classics from the 1930s – such as Auburn, Duesenberg, Lincoln and Packard – take pride of place on the field, but it's the supporting cast, full of Ford Model As, that are really responsible for drawing the crowds on either side of the trading tables. The fact that the two factions co-exist so harmoniously underlines why this East Coast perennial is so special. Likewise, younger cars, such as the pastel-coloured land yachts of the 1950s, right up to the end of the muscle-car era in the early 1970s, are all represented either as complete cars or split up into second-hand and reproduction parts.



**The spares on offer for US metal are astonishing**

## THE KNOWLEDGE

**Where** In the grounds and parking lots surrounding Hersheypark and The Giant Center, Hershey, Pennsylvania

**When** 9-13 October 2012

**Opening hours** 8:30am Tues for traders; Weds 7am-6pm; Thurs-Sat 7am-7pm

**How much** Vendors \$85 per space, car corral entries \$125, visitors get in free

**Tel** 001 717 566 7720

**E-mail** hr@hersheyaaca.org

**Web** www.hersheyaaca.org

Prices vary. By and large they are higher than elsewhere: after all, people are at Hershey to trade, so cars and parts are often spruced up in an attempt to justify their optimistic sticker prices. Walking the lines in the Car Corral, it's not uncommon to find a plethora of freshly painted metal on parade, the often-seen giveaway being the traces of paint on the top edges of bright-work as a result of rushed masking. Not that they are bad examples, it's just that their vendors aren't always realistic with their opening bids. Be patient: it's a four-day event, and sellers will get more motivated when the prospect looms of taking their goods home with them. Older restorations, projects and low-mileage, one-owner gems pepper the fields, their initial close-to-dealer price-tags dropping significantly by the Friday evening. The car show is the main event on the Saturday and a lot of traders pack up and hit the road rather than stay, so be sure to bag that bargain the night before.

It isn't just cars and parts, either. The automobilia is staggering, from garage neons to brochures, tools to magazines. There is a hint of household junk creeping in, but most is worth sifting through. All vendors like a haggle, so it is hard to come away empty-handed. If you need something that was made in the USA, chances are that it'll be there. With some cunning, probably cheaper than elsewhere, too.

# A question of TASTE

You've made it big, you have cash to spend on the ultimate collection, but which five cars mark you out as an instant connoisseur? **Alastair Clements** calls on the classic market experts for advice

PHOTOGRAPHY **C&SC/LAT**



**James Knight**  
Group motoring director,  
Bonhams

## EARLY VETERAN

"Any collector compiling a group of cars should, in my opinion, have an early veteran (pre-1905 and London to Brighton Run-eligible) in their collection. The dawn of motoring was technologically interesting and, although many bright ideas turned out to be not so bright, the basic principles of the internal combustion engine remain the same. And, with alternative energy sources being sought today, it is worth noting that electric and steam-driven cars were produced in the late 19th century. The price of a usable veteran starts at £40-50k for a Curved Dash Oldsmobile, although an Orient Buckboard – imagine a motorised plank of 8ftx4in and you get the picture – will cost half that. My taste, I'm afraid, is a bit higher – I'd have a Mercedes 60hp."

## ALFA ROMEO 8C-2300

"If it were a choice of one car and one car only, it would be an 8C Alfa. Stunning

performance and some of the best coachwork you'll see on a car."

## AUSTIN SEVEN CHUMMY

"A nice, early example with the headlamps up by the windscreen for me, please. You can't drive one of these little cars without a smile on your face."

## ASTON MARTIN DBR1

"It's very easy to be spoilt for choice with sports-racing cars of the 1950s, such as the Aston Martin DB3S, Maserati 300S, 'pontoon-fender' Ferrari Testa Rossa or Jaguar C- and D-type. But I'll go for the Aston Martin DBR1."

## McLAREN F1

"The ultimate expression of a high-performance motor car of the 20th century. Designed and built by the right people, with the right balance of driver input and driver aids."



Fastest way to Brighton? Mighty Mercedes 60hp



Austin's charming Chummy is a must, says Knight

**David Gooding**  
Founder and  
president,  
Gooding & Co



## FERRARI 250GT CALIFORNIA SPIDER

"We've had both types to sell, but I think the long-wheelbase, especially the covered-headlight version, has better lines than the short-wheelbase. In fact, it's one of the prettiest open sports cars there is: the SWB looks awkward in comparison. And it's also one of the all-time great sports cars."

## ALFA ROMEO 8C

"I'm so in love with these: to drive, probably the 2.3; to look at, the short-chassis 2.9 Touring Spider would be ideal. For me it's the top of the heap, it has it all: looks, sound, advanced design and build quality – and everything on them is beautifully made. Wow!"

## MERCEDES 540K SPEZIAL ROADSTER

"Brilliance, opulence, beauty – everything that's great about 1930s design. They are incredible-looking cars and have wide appeal to a worldwide market; they are universally revered. And, when they are properly restored and set up, they are underrated to drive."

## MERCEDES-BENZ 300SLR

"Moss and 'Jenks' in the Mille Miglia was one of the all-time heroic drives, so to have a car like that would be Nirvana. And the sound is just phenomenal. This car has amazing presence."

## MERCER RACEABOUT

"Very near and dear to my heart because I learnt to drive on one when I was 13. This was one of the first true sports cars – with lightweight responses, it encourages performance driving. And they are wonderful touring cars, too. A lot of people don't understand why they have the value they do, until they sit behind the wheel – and then they get it."



California: the ultimate sports-car experience?



**Nick Mason**  
Collector and historic racer

**FERRARI 250**

"Ok, so the GTO is a bit pricey at the moment, but while waiting for the values to stabilise a lightweight SWB, California or similar indicates taste, commitment and wealth to those ever-circling dealers."

**FRAZER NASH LE MANS REPLICA**

"Now, this is the car that all of the real cognoscenti have tucked in the back of the garage. Its very title sorts the wheat from the chaff, because beginners assume that anything with 'replica' in the name can't be any good."

**McLAREN F1**

"Looking more and more like the next GTO, and now helped by the first McLaren rally, which was quite simply brilliant. The great cars provide an instant social life as well as a great driving experience. Maintenance and rebuild costs may put off those without pockets deep enough to require stilts."

**VINTAGE BUGATTI**

"The T35 would normally feature, but it could be any Bug with real history. There is a lot of fun to be had with a Brescia, as well as once again providing street-cred to other enthusiasts. It requires enthusiasm for the outdoor life... suits a Countryside Alliance sort of person."

**MERCEDES-BENZ 300SL**

"A really usable motor, and special. Probably better than an E-type because it suggests a slightly quirkier character. Frankly, five isn't really enough: you probably need a modern, very limited edition supercar as well. The thing is, you need invitation material for the Mille Miglia, Le Mans Classic, Monaco, Salon Privé, Goodwood (both) and the odd dedicated one-model tour."



Le Mans Rep is ideal to show you're in the know



**Max Girardo**  
Managing director, RM Europe

**FERRARI 250LM**

"Often considered the 'underdog' beside the formidable 250GTO, the LM has never been fully appreciated. Beautiful in design and among the best-known Ferrari street/race cars of the '60s, it is truly one of the marque's most exhilarating, exciting, powerful and nimble cars. To me, the 250LM is 'cooler' than a GTO and in today's market it represents great value at a fraction of the price."

**ALFA ROMEO 8C MONZA**

"I consider the Monza to be the ultimate pre-war car. Incorporating the most advanced technology of its time, it was essentially an F1 car for the road and was driven in period by all the great drivers. A fine addition to any important collection, it is beautiful to behold, sublime to hear and wonderful to drive."

**LANCIA STRATOS**

"Phenomenal in design, the Stratos is the ultimate '70s rally car. My dad used to rally and I've always lusted after one. The perfect car to have in the garage for high-speed, open-road rallying."

**FERRARI F40**

"One of the last true 'boy racer' cars, it offers a visceral driving experience with brutal acceleration and a howling exhaust note. A genuine 'blue-chip' exotic, it would sit perfectly in any important collection, particularly when you consider the growing collectability of supercars."

**1950s VOLKSWAGEN BEETLE**

"One of the best-selling cars of all time, in its heyday the Beetle was a model of affordable yet delightful practicality. I'd include it in my dream garage purely for the fun element and sentimental value: it was one of the first classics I bought."



Rally car for the road: Lancia's awesome Stratos

**Simon Kidston**  
Owner, Kidston SA



**MERCEDES-BENZ 300SL**

"Often copied, but never bettered – and those doors are not a gimmick, as most since have been. Now an entry to everything and a car that you can really use."

**FERRARI 250GT SWB**

"A great all-rounder. Highly eligible and lovely to drive. If you've just sold your internet firm, replace 'SWB' with 'GTO!'"

**BENTLEY 4 1/2 LITRE TOURER**

"A great car for a family, with the romance of those daring exploits of the '30s. And the scruffier it gets, the better it looks!"

**McLAREN F1**

"So usable, with space for three and stupendous real-world pace. No one can deny its place in automotive history."

**FIAT 500**

"Reminds you that how much fun you have does not depend on how much you spend"

**Mark Hyman**  
Owner, Hyman Classic Cars



**BENTLEY 8 LITRE**

"Huge, powerful, reliable, noisy and seats four. It's perfect for rallies and tours, built in '31 yet you can still tour all day at 100mph."

**DELAHAYE 135 FIGONI ET FALASCHI**

"One of the most photographed cars in the world. Won Best of Show at Pebble in 2000 and tough to beat as automotive art."

**FERRARI 330GTC**

"The best all-round Ferrari to drive: well balanced, user-friendly and has cold air conditioning. A lot of car for the money."

**HUDSON ITALIA COUPE**

"One of the prettiest cars ever built, using a Hudson jet chassis with a wild alloy body by Carrozzeria Touring."

**FACEL VEGA FACEL II**

"This car pushes so many buttons for me. It has incredible styling, and it has a massive Chrysler V8, so it really performs. I'll never be without one."



**Damian Jones**  
Sales manager,  
H&H Auctions

**DUESENBERG MODEL J/SJ**

"A true heavyweight, and arguably the best American car ever made. It has a race-bred 6<sup>3</sup>/<sub>4</sub>-litre twin-cam 32-valve straight-eight engine, an ingenious mechanical service indicator system, impeccable build quality and a sense of momentum that even a 'WO' Bentley struggles to emulate."

**CITROËN DS**

"Brainchild of Paul Magès, the DS was a fabulous piece of engineering. One can only wonder how refined a car it would have been had Walter Becchia's proposed flat-six engine made it into production. Nonetheless, the ride quality of the DS remains a marvel."

**JAGUAR C-TYPE**

"Genuinely usable as a two-seater, in a way that the D-type and later sports-racers were not, the C-type was also stunning to look at, fun to drive and remarkably tough. And it has two outright Le Mans victories to its credit, including the first by a disc-braked car."

**MERCEDES-BENZ 300SL**

"Almost as talented a driver as he was an engineer, Rudi Uhlenhaut ensured that the 'Gullwing' had the performance to match its show-stopping looks. The fastest production car of its day, but not recommended for use in hot weather unless you enjoy being poached."

**MINI COOPER**

"In today's terms, the performance difference between a 997/998cc Cooper and a 970/1071/1275cc Cooper 'S' isn't huge. The driving experience, however, remains invigorating and mildly addictive. Plus, those tall enough can demist the rear window from the driver's seat."



Mini is still a great thing in a small package



**Derek Hood**  
Managing director, JD Classics

**ALFA ROMEO 8C-2900**

"With only four cars built, the long-chassis *berlinetta* is the ultimate expression of Italian pre-WW2 style. The proportions of the long bonnet, flowing front wings and small cockpit, plus the performance from the supercharged straight-eight – which is a work of art in itself – add up to a true legend in motoring history."

**JAGUAR C-TYPE**

"A pure, functional design that is good on the eye, well thought out mechanically and robust. A car that could be used by the world's top drivers at the best circuits throughout the globe, and driven down to the local shop by an ordinary driver. One of the most versatile competition road cars ever conceived."

**JAGUAR XKSS**

"An all-out competition car converted for road use. Only 16 cars made prior to the Browns Lane fire in 1957, so rarer than a Ferrari GTO. Among the most rewarding driving experiences you will ever find. The ultimate in 1950s cool."

**MINI COOPER 'S'**

"Quick, affordable and stylish. My father and I used to watch Coopers race on *Grandstand* and he bought a second-hand 970cc 'S'. He re-enacted the races in the Essex countryside on Saturday evenings, with me thrown around in the passenger seat with no seatbelt. I was seven at the time. I told my mother a good few years later; she was not amused."

**LAMBORGHINI MIURA SV**

"Every car-mad schoolboy's dream in the '60s: a powerful, beautiful-sounding true supercar that was way ahead of anything on the roads at the time. Timeless design that looks fast standing still."



C-type: road car, race legend and a work of art



**Chris Routledge**  
Director, Coys

**MERCEDES-BENZ 300SL**

"The definitive post-war sports-racer for the road. Whenever Mercedes returns to motorsport, the results are seismic. The technology that the Gullwing put on the track in 1952 was so innovative, coming from the ashes of war-torn Germany, that it left the British and the Italians gasping for breath. So ingenious were these cars that the British Ministry of Supply reputedly dismantled one to ensure that it didn't contain any secret WW2 German aircraft technology."

**R-R PHANTOM II CONTINENTAL**

"The greatest of all the fast, luxury supersaloons. More dominant and practical than a Benz of the period, and even the Bugatti Royale. Designed ahead of their time, the cars came with a warning to the driver to be prepared for performance they were unaccustomed to. The car that cemented the mantle for Rolls-Royce as 'the best car in the world.'"

**LAMBORGHINI COUNTACH LP400**

"The first of the legendary series, which launched a million posters on schoolboys' walls. Groundbreaking and overlooked in misguided preference for Ferrari."

**AUSTIN MINI**

"Not only broke the mould in automotive design for the mass market, but also the first car to cross every boundary of class, creed and culture. From Paul McCartney to the milkman, everybody got what the Mini was all about."

**FORD MODEL T**

"An essential part of any serious car collection, for any collector who wishes to portray that they know what they are talking about. Arguably the very first 'car' as we understand them today."



Technical tour de force 300SL is in demand



**McKeel Hagerty**  
CEO, Hagerty Insurance

**SHELBY COBRA 289**

"Stuffing a powerful Ford small-block V8 engine into the very pretty AC Ace resulted in the quintessential combination of British style and American brute strength."

**MERCEDES-BENZ 300SL**

"The Gullwing is a car that truly trades in a global market place: it's sought-after and worth the same in virtually every corner of the globe. Maybe not the best choice for a slow drive on a hot day, but that gives you a great excuse to drive with those iconic doors up."

**CHEVROLET CORVETTE COUPE**

"Function really did follow form here – rearward visibility was truly terrible – but the 1963 'split-window' Sting Ray Corvette looked fantastic. It also had a competent chassis and some potent powertrain options to back up those stunning looks."

**JAGUAR E-TYPE**

"While there isn't a Ferrari on my list, I do have the car that made Enzo Ferrari weep and exclaim that it was the most beautiful car he'd ever seen. There's still an E-type for every budget, too, from 'flat-floor' roadsters for the well-heeled to a V12 2+2 for entry-level collectors. Every serious car person should own one at some time in his or her life."

**PORSCHE 356C COUPÉ**

"I'm a sucker for classic Porsches: every collection ought to contain at least one of them. The 356C was the ultimate development of Porsche's first sports car, and a coupé can still be had for less than \$50,000. There are few things that are more reliable and more fun on a great twisty road."



Gorgeous 'Vette is a rare American inclusion



**Gregor Fiskens**  
Owner, Fiskens

**1908 PANHARD**

"One of the ultimate Edwardian racers, its huge levels of torque will annihilate anything else in its class on the track, while still making it a super-smooth road car. With its double chain drive and 100mph capability, it is a living, breathing survivor from the earliest days of motor sport."

**BENTLEY SPEED SIX COUPÉ**

"The ultimate gentleman's express – all the speed of a two-time Le Mans winner with the style and comfort to match. If you had the money when it was new, it was the Bentley to have, particularly with a 'Grafton Coupé' body by Freestone and Webb."

**ALFA ROMEO 8C**

"I would have a long-chassis, with body by Touring of Milan. I think they ride better than their short-chassis brothers – just less choppy – and then there's room to throw your mates or the dogs in the back. And nothing beats the sound of that supercharged eight-cylinder engine."

**JAGUAR C-TYPE**

"You can comfortably sit two people in a C-type. I drove my family's old Ecurie Ecosse racer down to Le Mans and back a few years ago and it was just great. One of the finest sports-racing cars ever built, period."

**FORD GT40**

"When I competed in the modern Le Mans 24 Hours in 2007, I drove down in my ex-Ford France GT40. What a car! With those fuel-fillers sitting on each wing, it's like driving in full 1960s panoscope. Probably the last double Le Mans winner you could drive to the circuit, compete in and drive back."



GT40 is ideal for a blast to Sarthe, says Fiskens

**Alain de Cadenet**

Racer, collector & C&SC columnist



**PORSCHE 356A**

"A must-have machine in any collection. Small, robust, endearing, reliable, economical, evergreen-looking, go-anywhere, repair-it-yourself, babe magnet... need I go on?"

**INVICTA S-TYPE**

"The Low Chassis with open body by Carbodies or Vanden Plas was the ideal gentleman's tourer when it was new, and it still is today. It keeps up with modern traffic easily and, with simple engine and braking modifications, it will cruise for ever and a day. London to Monaco, Le Mans to Lisbon or Paris to Vienna are a cinch. A thousand miles in a day? No problem. The bonus? Hardly anyone else will have a real one."

**ALFA ROMEO 8C**

"Well, of course, I have to include this one – and particularly the short-chassis 2.3 with body by Touring of Milan. One look, one feel of the controls, one blast down a country lane tell you all you need to know. A wonderful, magical bit of kit that reeks of racing from a bygone era."

**FERRARI 275GTB LONG-NOSE**

"Ideally an aluminium-bodied *berlinetta* with racing Borrani laced wire wheels. Nothing built by Ferrari is any sexier, with GT wins at Le Mans, Spa, the Nürburgring. Take this anywhere and feel proud to be its custodian. What a machine to lose your licence in!"

**ALFA ROMEO GIULIETTA 2.0JTD**

"Even I have to concede that a new car is needed if you have people and luggage to transport. This one is a great-looker and I can't get over putting in only 12 gallons of diesel after 600 miles of travel. Oh, and it's an Alfa."



Lucky de Cad at home with two of his choices

# Classic & Sports Car PRICE GUIDE

Making a long-awaited return to the pages of *C&SC* by popular demand, our annual listing is introduced by **James Elliott**



**W**elcome to the world's most up-to-date, thoroughly researched classic car price guide. Officially launched in the *Market review*, the guide will soon be available on our website. Not only will it be regularly updated, but it will also include more cars plus loads more details and figures on each model. Why can you trust this guide? Well, it has been put together by the experts from Hagerty Insurance, combining auction results, plus private and dealer sales from across the globe. We are convinced that, though one size never fits all in the classic world, whether you are buying or selling you won't find a better guide to values than this.

## HOW TO USE THIS DIRECTORY

The researchers at Hagerty Insurance have cast their expert eyes over myriad sources in order to provide an accurate portrait of the current market. There will inevitably be some exceptions, however: after all, the very best examples of any model can dwarf even concours prices, particularly with top dealers. You may also be lucky enough to find a bargain that undercuts our guide values.

The reason for the leeway is that every classic car is affected by so many factors – originality, condition, demand etc – that there will always be variation between individual vehicles.

Also, there is often a difference between prices asked and achieved at auction, or through private or dealer sales, and this guide amalgamates all of these. On the whole, except for exotics that often achieve higher sums in the saleroom, prices tend to be lowest at auction, with private sales slightly greater and dealer prices highest, reflecting the seller's expertise and accountability.

For reference, most of the prices shown are for manual-gearbox, right-hand-drive cars where available. In many cases, automatics tend to be worth 5-10% less than manuals. In the UK, left-hand-drive cars are generally worth 10% less than rhd conversions and 20% less than original right-hookers.

**CONDITION 1** Signifies a show car, immaculate in every respect, either fully restored or totally original

**CONDITION 2** Denotes a car that is in extremely good, but not concours-contending, condition, which should need no further expense for thousands of miles

**CONDITION 3** Of average to below-average condition, capable of being driven but in need of long- and short-term works

**CONDITION 4** Very poor condition or restoration projects

MAKE/MODEL	COND 4	COND 3	COND 2	COND 1	CC	BUILT
Abarth 595-695SS	£12,500	£26,000	£37,000	£48,500	594	1963-71
AC 2-litre saloon	£2200	£5100	£10,200	£14,600	1991	1947-56
AC 3000ME	£4400	£6100	£9600	£15,100	2994	1979-84
AC 428	£22,000	£39,000	£66,000	£78,500	7014	1966-72
AC 428 convertible	£34,000	£47,800	£75,200	£96,500	7014	1968-72
AC Ace	£59,600	£85,000	£110,000	£140,000	1991	1954-63
AC Ace Bristol	£85,000	£111,000	£144,000	£170,000	1971	1956-63
AC Ace 2.6	£90,000	£128,000	£190,000	£210,000	2553	1961-63
AC Aceca	£36,000	£43,000	£58,000	£77,000	1991	1955-63
AC Aceca Bristol	£43,000	£54,000	£70,000	£85,000	1971	1955-63
AC Cobra 260	£236,000	£254,000	£280,000	£295,000	4261	1962-63
AC Cobra 289 (W&S)	£221,000	£245,000	£281,000	£297,000	4727	1963-65
AC Cobra 289 (R&P)	£240,000	£255,000	£285,000	£385,000	4727	1963-65
AC Cobra 427	£385,000	£405,000	£465,000	£535,000	6998	1965-67
AC Cobra 427 Comp	£570,000	£715,000	£885,000	£940,000	6998	1965-67
AC Cobra 427 S/C compl cars	£71,000	£83,000	£99,000	£118,000	6998	1965-67
AC Cobra MkIV	£55,500	£70,000	£90,000	£118,000	5000	1984-92
AC Cobra Daytona Coupe	£4.3m	£5.1m	£5.6m	£6.2m	6998	1964-65
AC Greyhound	£32,000	£40,000	£47,500	£58,000	1971	1960-63
Alfa Romeo 1300 Junior	£4900	£8800	£11,800	£15,000	1290	1966-72
Alfa Romeo 1300 Junior Z	£16,400	£21,800	£26,000	£30,500	1290	1966-72
Alfa Romeo 1600 Junior	£6450	£9700	£13,400	£18,600	1570	1972-75
Alfa Romeo 1600 Junior Z	£18,200	£23,500	£29,200	£34,800	1570	1972-75
Alfa Romeo 1750 Berlina	£3000	£4300	£7100	£12,900	1779	1967-72
Alfa Romeo 1750 GTV	£11,200	£16,400	£20,600	£29,800	1779	1967-72
Alfa Romeo 2000 Berlina	£2600	£3800	£6500	£11,000	1926	1972-77
Alfa Romeo 2000 GTV	£9800	£13,200	£18,000	£26,000	1926	1972-77
Alfa Romeo 2000 Spider	£15,000	£21,000	£27,500	£39,000	1975	1958-61
Alfa Romeo 2000 Sprint	£10,200	£14,400	£17,800	£24,500	1975	1960-66
Alfa Romeo 2600 Spider	£19,900	£32,000	£40,000	£57,000	2584	1962-65
Alfa Romeo 2600 Sprint	£9600	£14,400	£19,300	£32,300	2584	1960-66
Alfa Romeo Alfesud Sprint	£3900	£6100	£7350	£7800	1712	1976-90
Alfa Romeo Alfesud Ti	£3600	£5950	£7100	£7700	1490	1974-81
Alfa Romeo Alfetta GT	£2600	£4200	£5700	£10,500	1962	1974-76
Alfa Romeo Alfetta GTV	£2600	£4100	£5400	£7200	1962	1976-87
Alfa Romeo Duetto	£9100	£13,800	£18,200	£28,000	1779	1966-70
Alfa Romeo Giulia Spider	£12,200	£18,500	£25,000	£34,000	1570	1962-66
Alfa Romeo Giulia Spider Veloce	£20,300	£26,900	£35,000	£46,500	1570	1962-66
Alfa Romeo Giulia Sprint GT	£6750	£9900	£13,600	£17,900	1570	1963-66
Alfa Romeo Giulia Sprint GTV	£9500	£14,000	£18,000	£25,000	1570	1967-68
Alfa Romeo Giulia Ti	£9000	£13,000	£16,700	£23,750	1570	1962-65
Alfa Romeo Giulia 1300 Ti	£6100	£8800	£12,900	£17,500	1290	1964-72
Alfa Romeo Giulia Super	£5100	£7800	£11,900	£14,100	1570	1962-72
Alfa Romeo Giulia SS	£31,600	£37,900	£54,800	£79,700	1570	1962-66
Alfa Romeo Giulietta Berlina	£5900	£9600	£12,600	£17,100	1290	1955-62
Alfa Romeo Giulietta Ti	£6600	£11,700	£14,400	£22,000	1290	1955-62
Alfa Romeo Giulietta Spider	£12,900	£18,500	£25,100	£37,200	1290	1955-62
Alfa Romeo Giulietta Spider Veloce	£19,700	£28,000	£36,000	£44,500	1290	1955-62
Alfa Romeo Giulietta Sprint	£9750	£14,800	£18,700	£26,100	1290	1954-62
Alfa Romeo Giulietta Sprint Veloce	£14,800	£19,900	£27,200	£36,000	1290	1954-62
Alfa Romeo Giulietta SS	£41,650	£55,000	£63,000	£74,100	1290	1957-59
Alfa Romeo Giulietta SZ-1	£161,000	£183,000	£205,000	£230,000	1290	1960-61
Alfa Romeo Giulietta SZ-2	£221,000	£250,000	£275,000	£310,000	1290	1961-62
Alfa Romeo Giulietta TZ-1	£375,000	£475,000	£555,000	£620,000	1570	1963-64
Alfa Romeo Giulietta TZ-2	£1.8m	£2m	£2.25m	£2.5m	1570	1964-65
Alfa Romeo GTV6	£3200	£4400	£5900	£7100	2492	1981-87
Alfa Romeo Montreal	£12,000	£19,000	£28,000	£39,000	2593	1970-77
Allard J2	£108,000	£138,000	£187,000	£211,000	5400	1950-52
Allard J2X	£135,000	£185,000	£215,000	£265,000	5400	1950-52
Allard J2X Le Mans	£185,000	£245,000	£285,000	£340,000	5400	1950-52
Allard K1/K2/L/M	£19,000	£31,000	£50,000	£68,000	3622	1946-50
Alpine A110 1300/1500	£24,200	£35,000	£49,000	£66,000	1289	1965-75
Alpine A110 1600S	£29,200	£39,700	£53,000	£71,000	1605	1968-73
Alpine A110 1600SC/CX	£22,000	£33,500	£47,000	£63,000	1605	1973-77

MAKE/MODEL	COND 4	COND 3	COND 2	COND 1	CC	BUILT
Alpine A310 V6	£6000	£9300	£13,100	£19,000	2664	1976-85
Alpine A610	£2100	£4975	£8650	£13,100	2849	1991-95
Alpine GTA V6 & Turbo	£1850	£4300	£5100	£8850	2458	1985-90
Alvis TA21/TC21 dhc	£9500	£14,900	£21,400	£30,300	2993	1950-55
Alvis TA21/TC21 saloon	£3000	£7800	£11,700	£17,500	2993	1951-53
Alvis TC21/100	£3200	£8100	£16,000	£20,000	2993	1954-55
Alvis TD21/TE21/TF21 dhc	£11,200	£19,700	£34,000	£43,000	2993	1956-67
Alvis TD21/TE21/TF21 saloon	£3100	£7900	£15,000	£18,800	2993	1956-67
Amphicar	£14,500	£20,500	£25,000	£35,000	1147	1961-67
Armst Siddeley Hurricane 16/18	£3550	£6250	£10,300	£14,900	1991	1946-53
Armst Siddeley Lancaster/Whitley	£3000	£5100	£9400	£13,000	1991	1946-53
Armst Siddeley Sapphire/346	£3200	£5650	£9600	£13,100	3435	1953-59
Armst Siddeley Star Sapphire	£4250	£8650	£13,400	£21,000	3990	1959-60
Aston Martin DB MkIII	£78,000	£92,500	£113,000	£135,000	2922	1957-59
Aston Martin DB MkIII dhc	£119,000	£150,000	£200,000	£225,000	2922	1957-59
Aston Martin DB2	£38,000	£73,000	£89,000	£115,000	2580	1950-53
Aston Martin DB2 dhc	£79,000	£101,000	£130,000	£160,000	2580	1950-53
Aston Martin DB2/4 & MkII	£55,000	£65,000	£75,000	£87,000	2922	1953-57
Aston Martin DB2/4 & MkII	£97,000	£134,000	£168,500	£189,000	2922	1953-55
Aston Martin DB4	£140,000	£155,000	£175,000	£200,000	3670	1958-63
Aston Martin DB4 conv	£275,000	£300,000	£350,000	£400,000	3670	1961-63
Aston Martin DB4GT	£660,000	£715,000	£850,000	£1,000,000	3670	1960-63
Aston Martin DB5	£225,000	£265,000	£325,000	£450,000	3995	1963-65
Aston Martin DB5 conv	£385,000	£420,000	£485,000	£575,000	3995	1963-65
Aston Martin DB6 MkI/II	£82,000	£107,000	£128,000	£145,000	3995	1965-70
Aston Martin DB6 MkI/II Volante	£255,000	£290,000	£325,000	£355,000	3995	1965-70
Aston Martin DBS V8	£29,000	£36,000	£49,000	£59,000	5340	1969-72
Aston Martin DBS Vantage	£22,000	£33,000	£44,000	£56,000	3995	1967-73
Aston Martin Lagonda S1	£9500	£13,000	£16,750	£24,000	5340	1976-87
Aston Martin V8	£30,000	£43,000	£55,000	£66,500	5340	1973-90
Aston Martin V8 Vantage	£49,000	£61,000	£78,000	£94,000	5340	1978-89
Aston Martin V8 Volante	£26,000	£33,000	£42,000	£51,000	5340	1978-90
Audi 100 Coupé S	£1300	£2800	£3300	£4700	1871	1969-76
Audi quattro Turbo	£3900	£7400	£11,500	£14,000	2144	1980-89
Austin 1100	£900	£1600	£2200	£3200	1098	1963-74
Austin 1300	£1025	£1750	£2450	£3500	1275	1967-74
Austin 1300GT	£1200	£2150	£3200	£4100	1275	1969-73
Austin 1800/2200	£1000	£1800	£2450	£3400	1798	1964-75
Austin 3 Litre	£1100	£2200	£3300	£4100	2912	1967-71
Austin A110 Sheerline	£2900	£4400	£7200	£9900	3460	1947-48
Austin A125 Sheerline	£3600	£4950	£8300	£11,800	3995	1948-54
Austin A30	£1750	£2600	£3800	£5700	803	1951-56
Austin A30 Countryman	£2100	£3700	£4800	£6600	803	1951-56
Austin A35	£2250	£3100	£4300	£6200	948	1956-59
Austin A35 Countryman	£2600	£4200	£5300	£7100	948	1956-59
Austin A40 Dorset/Devon	£1800	£2900	£4300	£6200	1200	1947-52
Austin A40 Somerset	£1550	£2700	£4000	£5850	1200	1952-54
Austin A40 Somerset conv	£1900	£3300	£6200	£7900	1200	1952-54
Austin A40 Sports	£3400	£5900	£7200	£8950	1200	1950-53
Austin A55/A60 Cambridge	£1200	£2400	£3300	£4300	1622	1959-69
Austin A70 Hampshire	£2150	£4100	£5200	£6800	2199	1949-54
Austin A70 Hereford	£1950	£3900	£5000	£6600	2199	1950-54
Austin A90 Atlantic conv	£8500	£13,300	£20,000	£29,000	2660	1949-50
Austin A90 Atlantic saloon	£4600	£7600	£9800	£14,250	2660	1950-52
Austin A90/A95/A105 West	£1750	£3100	£4200	£5350	2639	1955-59
Austin Seven Chummy	£6200	£8900	£12,750	£16,900	747	1923-30
Austin Mini 1275GT	£4000	£5750	£7300	£9450	1275	1969-80
Austin Mini Cooper 'S'	£10,400	£13,600	£20,000	£25,000	1275	1963-71
Austin Mini Cooper 997	£5600	£7900	£11,000	£13,800	997	1961-63
Austin Mini Cooper 998	£7800	£10,000	£12,500	£17,800	998	1964-69
Austin Mini Moke	£5500	£8900	£12,200	£16,000	848	1964-85
Austin Nash Metropolitan Coupe	£2750	£4850	£7200	£9750	1489	1954-61
Austin Nash Metropolitan Conv	£3300	£5750	£8100	£10,900	1489	1954-61
Austin Seven/Mini MkI	£3100	£4950	£6600	£8250	848	1959-67
Austin-Healey 100 BN1/2	£9700	£18,750	£30,500	£48,000	2660	1953-56
Austin-Healey 100/6	£10,500	£19,500	£31,500	£51,900	2639	1956-59
Austin-Healey 100M	£15,000	£23,300	£41,000	£59,500	2660	1955-56
Austin-Healey 3000 MkI	£11,350	£19,400	£30,300	£52,000	2912	1959-61
Austin-Healey 3000 MkII	£12,000	£20,000	£31,750	£54,900	2912	1961-63
Austin-Healey 3000 MkIII	£12,200	£22,500	£34,800	£57,400	2912	1963-68
Austin-Healey Sprite MkI	£3700	£8300	£11,700	£16,600	948	1958-61
Austin-Healey Sprite MkII	£1950	£3000	£5100	£6600	948	1961-62
Austin-Healey Sprite MkIII	£2100	£3350	£5200	£7450	1098	1964-66
Austin-Healey Sprite MkIV	£2200	£3700	£5500	£8100	1275	1966-70
Bentley MkVI/R dhc PW/HJM	£58,000	£78,000	£90,000	£100,000	4566	1947-55
Bentley MkVI/R-type saloon	£15,500	£19,500	£26,600	£34,500	4566	1947-55
Bentley Mulsanne Turbo/Turbo R	£7100	£8400	£11,250	£15,300	6750	1982-92
Bentley R-type Continental	£405,000	£432,000	£445,000	£485,000	4566	1952-55
Bentley T saloon	£8500	£11,000	£15,500	£21,600	6750	1965-77
Berkeley B95/B105 Sports	£1700	£4050	£7400	£11,000	692	1959-61
Berkeley T60 three-wheeler	£1550	£3100	£5000	£8300	328	1959-61
BMW 1600-2/1602/1502	£1250	£3000	£4700	£6000	1573	1966-77
BMW 2002	£2200	£5000	£9400	£13,000	1990	1968-75
BMW 2002 Turbo	£8000	£14,000	£24,000	£33,000	1990	1973-74
BMW 2002tii	£3800	£7000	£11,800	£15,000	1990	1971-75
BMW 3.0 CS/CSi	£5750	£11,750	£18,750	£28,500	2985	1971-75
BMW 3.0 CSL 'Batmobile'	£61,000	£73,000	£100,000	£120,000	3153	1973-75

MAKE/MODEL	COND 4	COND 3	COND 2	COND 1	CC	BUILT
BMW 3.0 CSL	£18,900	£30,500	£41,000	£48,000	3003	1972-75
BMW 501 saloon	£5200	£9900	£14,800	£25,000	2077	1951-56
BMW 503 dhc	£65,000	£93,000	£119,000	£158,000	3168	1956-59
BMW 503 fhc	£48,000	£71,000	£92,000	£125,000	3168	1956-59
BMW 507	£355,000	£450,000	£500,000	£570,000	3168	1956-59
BMW 600 saloon	£3600	£5850	£9600	£14,750	585	1958-59
BMW 635CSi	£5000	£6000	£7400	£9800	3453	1981-89
BMW Isetta three-wheeler	£3500	£5500	£8850	£12,900	295	1955-62
BMW M1	£72,000	£96,000	£120,000	£150,000	3453	1978-81
BMW M3 (E30)	£4100	£6700	£8600	£12,000	2302	1986-91
BMW M635CSi	£6,100	£10,900	£15,000	£21,000	3430	1984-89
BMW Z1	£11,500	£15,400	£20,200	£28,700	2494	1986-91
Bond Bug	£1000	£2100	£5100	£6700	701	1970-74
Bond Equipe 2-litre conv	£1500	£2400	£4500	£5400	1998	1968-70
Bond Equipe GT 2-litre	£1100	£2000	£3600	£4300	1998	1967-70
Bond Equipe GT4/GT4S	£1100	£1850	£3300	£4000	1147	1963-70
Borgward Isabella Coupé	£4000	£8300	£13,500	£21,000	1493	1955-61
Borgward Isabella/Isabella TS	£2850	£5900	£8600	£13,100	1493	1954-61
Bristol 400/401/403	£16,000	£21,800	£42,000	£57,500	1971	1947-55
Bristol 405 saloon	£10,800	£14,000	£23,000	£35,000	1971	1954-58
Bristol 406	£9000	£18,000	£23,000	£29,000	2216	1958-61
Bristol 407-411	£8300	£14,800	£23,000	£34,000	5130	1962-69
Caterham Seven	£3500	£7000	£8500	£13,000	1599	1974-89
Citroën 2CV	£2500	£5000	£8000	£10,600	425	1948-70
Citroën 2CV6	£2400	£4900	£6300	£7200	602	1971-90
Citroën Ami 6/8	£1200	£2100	£3300	£4400	602	1961-78
Citroën Bijou	£3100	£6200	£8000	£9700	425	1960-62
Citroën DS Décap/Chapron	£67,000	£85,000	£92,000	£110,000	2175	1963-71
Citroën DS19/ID19	£3400	£5900	£9700	£14,700	1911	1956-66
Citroën DS19/20/21	£3800	£6200	£10,200	£16,100	2175	1966-75
Citroën DS21/23 EFI Pallas	£6500	£10,000	£15,200	£20,000	2347	1970-75
Citroën ID/DS Safari	£3300	£7750	£11,200	£18,000	2175	1957-75
Citroën SM	£8000	£10,250	£12,200	£24,500	2670	1970-75
Clan Crusader	£900	£3100	£4200	£5600	875	1971-74
Daimler Conquest/Century	£2800	£5000	£6600	£8950	2433	1953-58
Daimler Majestic Major	£4300	£7400	£9000	£11,750	4561	1960-68
Daimler SP250	£10,000	£14,500	£20,000	£30,000	2548	1959-64
Daimler V8 2.5-litre/V8-250	£7300	£13,000	£15,250	£18,900	2548	1963-69
Datsun 240Z	£3300	£7500	£13,000	£19,500	2376	1969-74
Datsun 260Z	£2400	£4100	£8000	£12,500	2565	1973-78
Datsun Fairlady 1.5/1.6/2.0	£3900	£5600	£9800	£16,400	1981	1964-70
De Lorean DMC-12	£8000	£12,000	£19,200	£24,000	2849	1981-82
De Tomaso Mangusta	£31,000	£44,000	£55,500	£74,000	4727	1967-71
De Tomaso Pantera GT5/GT5S	£19,000	£28,000	£35,000	£43,800	5763	1982-94
De Tomaso Pantera/GTS	£20,000	£26,700	£31,700	£38,000	5763	1971-82
Elva Courier Mk2	£5200	£7500	£11,300	£19,900	1489	1958-61
Elva Courier Mk3/4	£4400	£6800	£9800	£14,400	1798	1962-69
Facel Vega Facel II	£40,000	£62,000	£90,000	£144,000	6286	1962-64
Facel Vega Facellia	£5000	£9200	£13,200	£21,000	1647	1960-63
Facel Vega Facellia dhc	£5500	£10,000	£15,500	£26,500	1647	1961-63
Facel Vega HK500/Excellence	£21,000	£35,000	£65,000	£85,000	6286	1958-64
Ferrari 250GT PF Cabriolet S2	£242,000	£295,000	£345,000	£420,000	2953	1960-62
Ferrari 250GT Spider Calif LWB	£2.1m	£2.3m	£2.5m	£2m	2953	1958-60
Ferrari 250GT Spider Calif SWB	£2.8m	£3.1m	£3.4m	£3.5m	2953	1960-63
Ferrari 250GT SWB competizione	£2.7m	£3m	£3.2m	£3.4m	2953	1959-64
Ferrari 250GT Lusso	£280,000	£317,000	£367,000	£425,000	2953	1959-64
Ferrari 250GTE	£48,500	£56,000	£68,300	£93,100	2953	1960-63
Ferrari 250GTO	£13m	£15m	£16m	£17m	2953	1962-64
Ferrari 250LM	£3.1m	£3.3m	£3.5m	£3.7m	2953	1964-66

MAKE/MODEL	COND 4	COND 3	COND 2	COND 1	CC	BUILT
Ferrari 308GTB (GRP)	£22,300	£26,000	£31,000	£36,600	2921	1975-77
Ferrari 308GTB qv	£15,800	£19,500	£22,400	£25,400	2921	1982-85
Ferrari 308GTS	£16,300	£20,400	£23,500	£29,800	2921	1975-82
Ferrari 308GTS qv	£21,200	£23,500	£26,300	£30,400	2921	1982-85
Ferrari 328GTB	£15,500	£19,200	£23,300	£29,500	3195	1985-88
Ferrari 330GT 2+2 S1	£32,000	£40,000	£48,000	£60,000	3967	1964-67
Ferrari 330GT 2+2 S2	£38,500	£47,000	£58,400	£68,900	3967	1967-68
Ferrari 330GTC	£76,000	£96,000	£128,000	£153,000	3967	1966-68
Ferrari 365GT 2+2	£39,000	£45,600	£54,500	£68,000	4390	1967-71
Ferrari 365GT4 2+2	£11,800	£16,100	£20,200	£27,600	4390	1972-75
Ferrari 365GTB/4 'Daytona'	£166,000	£192,000	£210,000	£240,000	4390	1968-74
Ferrari 365GTC/4	£47,800	£59,600	£70,800	£83,800	4390	1971-72
Ferrari 400 SuperAmerica	£620,000	£775,000	£900,000	£990,000	3967	1959-64
Ferrari 400GT/400i	£9800	£10,700	£13,000	£17,800	4823	1976-85
Ferrari 500 Superfast	£620,000	£770,000	£840,000	£900,000	4962	1964-66
Ferrari 512BB	£46,500	£59,500	£71,400	£82,000	4942	1976-80
Ferrari Dino 206GT	£75,000	£92,000	£120,000	£130,000	1987	1967-69
Ferrari Dino 246GT	£54,000	£64,000	£75,800	£90,000	2418	1969-73
Ferrari Dino 246GTS	£76,400	£94,000	£105,000	£120,000	2418	1969-73
Ferrari F40	£260,000	£310,000	£340,000	£385,000	2936	1988-72
Ferrari Mondial 8/qv	£6800	£10,500	£14,300	£18,500	2926	1980-85
Ferrari Mondial 3.2	£8100	£11,600	£15,700	£19,000	3195	1985-89
Ferrari Mondial cabriolet	£9300	£14,400	£18,300	£20,700	3195	1984-92
Fiat 124 Coupé	£2000	£4200	£5300	£6400	1756	1966-72
Fiat 124 Spider	£2500	£5000	£7000	£10,000	1608	1966-73
Fiat 130 Coupé	£3400	£5900	£7300	£8800	3235	1971-77
Fiat 131 Mirafiori Sport	£2300	£4000	£4900	£5900	1995	1978-84
Fiat 500/500D/500F/500R	£3300	£6400	£7200	£8950	497	1957-75
Fiat 500C Topolino	£5100	£7500	£12,200	£18,000	569	1949-54
Fiat 850 Coupé	£2900	£4000	£5200	£6300	903	1965-73
Fiat Dino 2000/2400	£6100	£10,200	£14,400	£22,300	1987	1967-73
Fiat Dino Spider 2000/2400	£21,750	£30,000	£39,000	£49,800	2418	1967-73
Fiat X1/9	£1500	£3000	£4600	£9500	1290	1972-78
Ford Anglia 105E	£1400	£3400	£4050	£4900	997	1959-67
Ford Anglia 123E	£1800	£3750	£4650	£5650	1197	1962-67
Ford Consul Capri & GT	£3200	£5500	£6450	£8550	1498	1961-64
Ford Capri 1300/1600	£1650	£2200	£3250	£4100	1599	1969-86
Ford Capri 1600/2000GT	£3400	£6300	£7600	£8800	1993	1969-74
Ford Capri 3000GT/3000E	£3600	£6450	£8200	£9550	2994	1969-74
Ford Capri RS2600/RS3100	£12,000	£19,500	£28,000	£37,500	2637	1970-74
Ford Capri MkII/III 2.0	£1400	£2950	£3700	£4650	1993	1974-86
Ford Capri MkII/III 3.0	£1500	£2600	£4800	£6700	2994	1974-81
Ford Capri MkIII 2.8i	£1950	£4400	£5750	£6750	2792	1981-87
Ford Consul	£2050	£4200	£5300	£6100	1508	1951-56
Ford Corsair V4/GT	£1200	£2800	£3400	£4200	1498	1964-65
Ford Corsair V4 GT/2000E	£1500	£3100	£4000	£4900	1996	1966-70
Ford Cortina 1600E	£3600	£6300	£7400	£8950	1599	1968-70
Ford Cortina II Lotus	£7500	£9900	£12,300	£17,300	1558	1967-70
Ford Escort Mexico	£6100	£9800	£11,400	£13,600	1599	1970-74
Ford Escort RS1600	£16,800	£26,500	£31,600	£39,500	1601	1970-74
Ford Escort RS2000	£7500	£12,300	£15,500	£19,200	1993	1973-74
Ford Escort RS2000 Mk2	£5750	£10,000	£12,800	£17,100	1993	1976-80
Ford Escort Twin-Cam	£15,500	£22,000	£29,000	£38,000	1558	1968-71
Ford Granada Coupé Ghia	£2400	£5500	£6700	£8800	2994	1975-77
Ford Granada Ghia saloon	£2100	£4900	£5800	£7900	2994	1974-77
Ford Popular 100E/103E	£1600	£4000	£4700	£5450	1172	1954-62
Ford Prefect/Anglia	£1400	£3300	£4100	£4700	1172	1939-53
Ford Prefect/Anglia 100E	£1100	£2150	£2800	£3600	1172	1954-59
Ford V8-Pilot	£6300	£9900	£12,000	£14,300	3622	1947-50
Ford Zephyr	£3300	£6600	£7800	£8900	2262	1951-56
Ford Zephyr/Zodiac MkII	£3200	£6300	£7700	£10,000	2553	1956-62
Ford Zodiac	£3550	£7100	£8300	£10,200	2262	1954-56
Ford Zodiac MkIII	£2850	£5300	£6800	£8300	2553	1962-66
Ford Zephyr 4 MkIII	£1900	£4100	£5000	£5800	1703	1962-66
Ford Zephyr 4 MkIV	£1350	£3000	£3700	£4600	1996	1966-72
Ford Zephyr 6 MkIII	£2200	£4700	£5850	£6900	2553	1962-66
Ford Zephyr 6 MkIV	£1600	£3350	£4000	£5300	2994	1966-72
Ford Zodiac/Executive	£2200	£3700	£5000	£6700	2994	1966-72
Frazer Nash Le Mans Rep/Rep2	£285,000	£330,000	£380,000	£421,000	1971	1950-53
Gilbern Genie	£1200	£3300	£5900	£6800	2495	1966-70
Gilbern GT	£3900	£6950	£8000	£9700	1588	1959-67
Gilbern Invader	£3600	£6300	£7400	£8800	2994	1969-74
Ginetta G15	£2500	£5400	£7800	£9700	998	1968-74
Ginetta G21 1800/1800S	£3400	£6200	£8300	£11,300	1725	1971-78
Gordon-Keeble GK1/IT	£15,100	£21,500	£32,500	£46,900	5395	1964-68
Healey G-type Nash-Healey	£36,000	£46,400	£55,100	£64,900	4138	1951-54
Healey Silverstone	£64,500	£76,000	£90,000	£110,000	2443	1949-50
Healey Tickford 2.4 saloon	£6900	£13,600	£19,400	£26,500	2443	1951-54
Heinkel Cabin Cruiser/Trojan 200	£3800	£5400	£8100	£12,600	198	1956-65
Hillman Avenger Tiger/Tiger II	£2900	£5300	£6600	£7700	1599	1973
Hillman Californian coupé	£1700	£3700	£4800	£5950	1390	1953-56
Hillman Hunter GL/GT	£1000	£1600	£2400	£3000	1725	1966-77
Hillman Hunter GLS	£1100	£2100	£2800	£3600	1725	1972-76
Hillman Imp Californian	£1000	£2300	£3750	£5250	875	1968-70
Hillman Imp/Super Imp	£700	£1900	£3300	£4550	875	1963-76
Hillman Super Minx I-IV sal	£1000	£1850	£2400	£3300	1725	1962-66
Honda CR-X	£1100	£2800	£5600	£8400	1488	1984-86

MAKE/MODEL	COND 4	COND 3	COND 2	COND 1	CC	BUILT
Honda S600/S800 conv	£3900	£9000	£16,800	£22,500	791	1967-70
Honda S600/S800 coupé	£3000	£5000	£8700	£12,900	791	1967-70
HRG 1100/1500	£20,000	£31,000	£44,500	£50,000	1496	1939-55
Humber Sceptre I/II	£1600	£3000	£3900	£4700	1592	1963-67
Humber Super Snipe MkI-III	£3100	£7100	£8500	£9700	4086	1945-52
Humber Super Snipe MkIV	£2000	£5200	£7800	£9000	4138	1953-57
Iso Fidia	£6800	£10,000	£13,000	£19,000	5359	1969-74
Iso Grifo 5.4 Si/II Chev/Ford	£66,000	£75,100	£81,000	£92,500	5359	1963-74
Iso Grifo 7.0 Si/II Chev/Ford	£60,000	£90,000	£114,000	£122,000	6998	1969-74
Iso Lele	£10,600	£13,200	£19,100	£24,000	5359	1970-74
Iso Rivolta IR 300/340	£11,900	£16,800	£24,000	£32,000	5359	1962-70
Jaguar 2.4	£6600	£10,200	£13,900	£22,200	2483	1955-59
Jaguar 2.4 Mk2	£6600	£10,700	£16,100	£23,800	2483	1959-67
Jaguar 2½-litre/MkV dhc	£26,000	£40,000	£55,000	£82,000	2663	1947-51
Jaguar 2½-litre/MkV sal	£5000	£10,600	£17,800	£27,300	2663	1947-51
Jaguar 3.4	£7600	£12,500	£16,800	£25,700	3442	1957-59
Jaguar 3.4 Mk2	£6400	£11,900	£16,300	£24,250	3442	1959-67
Jaguar 3.8 Mk2	£9000	£14,400	£19,000	£28,500	3781	1959-67
Jaguar 240	£3400	£6200	£9800	£14,700	2483	1967-69
Jaguar 340	£6200	£9400	£14,200	£19,000	3442	1967-68
Jaguar 3½-litre/MkV dhc	£28,000	£44,000	£59,000	£73,000	3485	1947-51
Jaguar 3½-litre/MkV sal	£5500	£14,000	£27,000	£40,000	3485	1947-51
Jaguar 420	£6400	£14,200	£21,000	£25,600	4235	1966-68
Jaguar E-type 3.8 fhc	£25,900	£35,600	£51,900	£68,000	3781	1961-64
Jaguar E-type 3.8 roadster	£34,200	£50,800	£71,600	£93,600	3781	1961-64
Jaguar E-type S1 4.2 2+2	£14,000	£21,400	£28,000	£39,500	4235	1964-67
Jaguar E-type S1 4.2 fhc	£21,900	£33,200	£48,800	£63,200	4235	1964-67
Jaguar E-type S1 4.2 roadster	£32,600	£44,400	£63,500	£87,000	4235	1964-67
Jaguar E-type S1½ 2+2	£9200	£13,600	£20,700	£27,500	4235	1967-68
Jaguar E-type S1½ fhc	£15,100	£24,600	£34,100	£47,800	4235	1967-68
Jaguar E-type S1½ roadster	£23,600	£33,300	£47,800	£64,800	4235	1967-68
Jaguar E-type S2 2+2	£8700	£13,800	£20,200	£26,600	4235	1968-71
Jaguar E-type S2 fhc	£15,300	£24,900	£35,400	£47,200	4235	1968-71
Jaguar E-type S2 roadster	£21,100	£31,500	£44,300	£60,800	4235	1968-71
Jaguar E-type S3 fhc	£15,700	£24,900	£30,900	£41,200	5343	1971-75
Jaguar E-type S3 roadster	£22,800	£31,400	£45,200	£55,300	5343	1971-75
Jaguar MkVII/VIII	£6300	£9800	£15,750	£25,100	3442	1951-56
Jaguar MkVIII	£6650	£10,400	£16,700	£26,000	3442	1956-59
Jaguar MkIX	£7800	£14,000	£19,900	£28,400	3781	1958-61
Jaguar MkX	£6200	£13,400	£20,600	£24,900	3781	1961-64
Jaguar MkX 4.2/420G	£6850	£14,900	£21,600	£26,300	4235	1964-70
Jaguar SS100 3.5 sports	£209,000	£248,000	£311,000	£395,000	3485	1938-39
Jaguar S-type 3.4	£8200	£13,300	£17,500	£26,900	3442	1963-68
Jaguar S-type 3.8	£9600	£14,450	£19,750	£28,200	3781	1963-68
Jaguar XJ6 S1 2.8	£1500	£3250	£4600	£6200	2791	1968-73
Jaguar XJ6 S1 4.2	£2600	£4800	£7700	£9750	4235	1968-73
Jaguar XJ6 S2 3.4	£2100	£3700	£5700	£7650	3442	1973-79
Jaguar XJ6 S2 4.2	£2400	£4350	£6900	£8800	4235	1973-79
Jaguar XJ12 S1	£3500	£6000	£8500	£12,500	5343	1972-73
Jaguar XJC V12	£3600	£6100	£9050	£13,100	5343	1974-77
Jaguar XJ-S 3.6	£2650	£3800	£6750	£9600	3590	1983-91
Jaguar XJ-S 3.6	£3000	£6500	£8000	£11,800	3590	1983-87
Jaguar XJ-S 5.3 Convertible	£4800	£8450	£10,600	£13,800	5343	1988-93
Jaguar XJ-S automatic	£2700	£4450	£6800	£10,200	5343	1975-81
Jaguar XJ-S HE	£2700	£4300	£6550	£9750	5343	1981-93
Jaguar XJ-SC HE	£5250	£7950	£9900	£12,500	5343	1985-87
Jaguar XJ-S V12 manual	£3250	£4900	£7700	£11,400	5343	1975-77
Jaguar XK120 alloy roadster	£120,000	£155,000	£190,000	£230,000	3442	1949-50
Jaguar XK120 dhc	£40,000	£55,000				



MAKE/MODEL	COND 4	COND 3	COND 2	COND 1	CC	BUILT
Jaguar XK140 roadster	£39,000	£50,000	£57,500	£64,500	3442	1954-57
Jaguar XK150 3.4 dhc	£32,000	£38,000	£48,000	£61,000	3442	1957-60
Jaguar XK150 3.4 fhc	£27,000	£33,500	£44,000	£55,000	3442	1957-60
Jaguar XK150 3.4 roadster	£34,500	£42,000	£53,500	£68,500	3442	1958-60
Jaguar XK150 3.8 dhc	£39,000	£56,000	£70,000	£94,000	3781	1957-60
Jaguar XK150 3.8 fhc	£33,000	£41,000	£63,500	£78,000	3781	1957-60
Jaguar XK150 3.8 roadster	£59,000	£82,000	£111,000	£128,000	3781	1958-60
Jaguar XK150S 3.4 dhc	£36,500	£48,600	£60,000	£74,500	3442	1957-60
Jaguar XK150S 3.4 fhc	£32,000	£37,800	£50,000	£62,500	3442	1957-60
Jaguar XK150S 3.4 roadster	£40,600	£57,100	£72,000	£94,700	3442	1958-60
Jaguar XK150S 3.8 dhc	£57,500	£73,000	£103,500	£123,000	3781	1957-60
Jaguar XK150S 3.8 fhc	£40,500	£57,000	£71,000	£88,900	3781	1957-60
Jaguar XK150S 3.8 roadster	£112,500	£131,000	£143,000	£175,000	3781	1958-60
Jensen 541	£12,000	£19,500	£29,000	£37,900	3993	1954-59
Jensen 541 Deluxe	£16,200	£24,800	£36,200	£44,000	3993	1956-58
Jensen 541R	£13,750	£21,000	£32,200	£39,500	3993	1957-60
Jensen 541S	£15,000	£22,900	£34,000	£41,700	3993	1961-63
Jensen C-V8 MkI-III	£10,000	£17,000	£25,000	£31,000	6276	1962-66
Jensen Interceptor I/II	£4000	£6000	£11,300	£14,600	6276	1967-73
Jensen Interceptor SP/III	£3500	£8500	£14,500	£19,500	7212	1971-76
Jensen Interceptor conv	£15,200	£26,000	£38,500	£49,500	7212	1974-76
Jensen FF	£13,000	£21,000	£29,900	£38,500	6276	1966-71
Jensen GT	£1400	£3750	£5100	£7700	1973	1975-76
Jensen-Healey	£3300	£5400	£7200	£11,700	1973	1972-76
Jowett Javelin	£3200	£5800	£8000	£11,400	1486	1947-53
Jowett Jupiter	£8200	£11,900	£15,500	£23,900	1486	1950-54
Lagonda 2.6/3-litre dhc	£31,500	£53,000	£65,000	£84,200	2580	1948-58
Lagonda 2.6/3-litre saloon	£4000	£9700	£20,900	£31,000	2922	1948-58
Lamborghini 350GT	£120,000	£142,500	£160,000	£180,000	3454	1964-67
Lamborghini 400GT	£115,000	£135,000	£145,000	£165,000	3929	1966-68
Lamborghini Countach LP400/S	£77,500	£87,000	£105,000	£128,000	3929	1974-82
Lamborghini Countach LP500	£69,000	£78,000	£82,500	£96,000	5167	1982-85
Lamborghini Countach qv	£56,500	£66,000	£74,000	£81,000	5167	1985-91
Lamborghini Espada I/II	£12,700	£17,400	£22,500	£28,000	3929	1968-73
Lamborghini Espada III	£19,300	£24,700	£30,500	£40,000	3929	1973-78
Lamborghini Islero	£43,750	£57,500	£65,000	£73,000	3929	1968-69
Lamborghini Islero S	£45,500	£59,000	£67,000	£77,000	3929	1969
Lamborghini Jalpa	£11,000	£18,000	£26,000	£32,000	3485	1981-91
Lamborghini Jarama	£28,000	£34,800	£41,500	£48,000	3929	1970-73
Lamborghini Jarama S	£30,000	£36,900	£44,500	£51,900	3929	1973-76
Lamborghini Miura LP400/S	£190,000	£210,000	£255,000	£295,000	3929	1966-71
Lamborghini Miura SV	£440,000	£490,000	£525,000	£590,000	3929	1971-72
Lamborghini Silhouette	£25,600	£32,700	£42,200	£50,000	2997	1976-77
Lamborghini Urraco P250	£9900	£11,500	£14,500	£18,100	2463	1970-79
Lamborghini Urraco P300	£11,250	£14,500	£18,400	£23,700	2997	1970-79
Lancia Appia SIII	£5600	£7600	£10,000	£13,000	1090	1959-63
Lancia Aurelia B10/21/22/12	£10,000	£14,600	£18,100	£26,000	1991	1950-55
Lancia Aurelia B20GT SI-VI	£48,000	£68,000	£85,000	£108,000	2451	1951-58
Lancia Aurelia B50 Spider	£55,000	£75,000	£95,000	£116,000	2451	1950-51
Lancia B24 Convertible	£95,000	£128,000	£145,000	£165,000	2451	1956-59
Lancia B24 Spider America	£250,000	£300,000	£335,000	£375,000	2451	1954-55
Lancia Flaminia conv 2.5/2.8/3C	£34,000	£42,000	£52,000	£65,000	2458	1959-67
Lancia Flaminia GT/GTL	£17,500	£23,000	£29,000	£40,000	2775	1959-67
Lancia Flaminia PF Coupé	£11,200	£15,000	£19,000	£26,200	2458	1959-67
Lancia Flaminia Sport/SS Zag	£75,000	£90,000	£115,000	£135,000	2458	1959-67
Lancia Flavia Coupé 815	£4700	£6700	£9000	£12,250	1800	1962-68
Lancia Flavia Sport Zagato	£19,800	£26,000	£33,000	£42,000	1800	1962-66
Lancia Fulvia Coupé 1.2/1.3 SI/II	£5900	£7900	£10,500	£13,750	1298	1965-76
Lancia Fulvia Sport Zag 1.3/1.6	£11,900	£16,000	£20,100	£26,000	1298	1967-72
Lancia Stratos HF	£125,000	£140,000	£160,000	£185,000	2418	1974-75
Lea Francis 14hp Sports	£11,000	£15,500	£22,300	£30,000	1767	1947-49
Lotus Seven S1-3 (Super +£1k)	£8000	£12,500	£19,000	£25,000	997	1957-69
Lotus Cortina	£9100	£15,000	£20,300	£25,300	1558	1963-66

## JAGUAR E-TYPE 3.8 FHC

Often referred to as the barometer of the classic-car market, the Jaguar E-type had been creeping up nicely long before it received a huge boost last year from the 50th-anniversary celebrations. Since then, prices haven't slipped back as much as many experts predicted, though there is still a lot of caution out there. Our new prices are slightly deflated by taking a global view – including the vast stock of cars in the USA – rather than a solely UK one.

**2012** £68,000  
**2002** £26,000  
**1993** £25,000  
**1982** £5500



MAKE/MODEL	COND 4	COND 3	COND 2	COND 1	CC	BUILT
Lotus Éclat	£2000	£3900	£5000	£6900	1973	1975-85
Lotus Elan +2, +2S	£3900	£5500	£9250	£12,250	1558	1967-71
Lotus Elan +2S130, +2S130/5	£4450	£6600	£9700	£13,200	1558	1971-74
Lotus Elan SI-3 dhc (SE +10%)	£10,100	£18,000	£24,000	£34,900	1558	1962-69
Lotus Elan S3 fhc	£9000	£14,800	£20,500	£25,700	1558	1966-69
Lotus Elan S4 dhc	£8900	£14,600	£19,000	£26,300	1558	1968-71
Lotus Elan S4 fhc	£8000	£14,000	£18,750	£26,000	1558	1968-71
Lotus Elan Sprint dhc	£11,500	£20,200	£26,500	£36,500	1558	1971-73
Lotus Elan Sprint fhc	£9500	£16,600	£21,800	£29,900	1558	1971-73
Lotus Elite	£13,900	£22,500	£34,000	£44,400	1216	1958-63
Lotus Elite SI/S2.2	£2000	£3900	£5000	£6900	1973	1974-83
Lotus Esprit HC	£6000	£8700	£12,500	£15,800	2174	1987-93
Lotus Esprit S1/S2/2.2	£6000	£9200	£12,300	£17,500	1973	1976-81
Lotus Esprit S3	£6800	£10,900	£15,000	£20,000	2174	1981-87
Lotus Esprit Turbo	£7200	£11,500	£13,500	£17,200	2174	1980-87
Lotus Esprit Turbo	£6000	£8650	£11,600	£15,000	2174	1987-93
Lotus Europa SI/S2	£6350	£9600	£14,200	£19,800	1470	1966-71
Lotus Europa Special	£8200	£12,500	£18,000	£25,000	1558	1972-75
Lotus Europa Twin Cam	£10,250	£15,500	£22,500	£31,250	1558	1971-75
Lotus Eleven	£24,000	£37,000	£58,000	£80,000	1098	1956-60
Marcos 1800/1500/1600	£5100	£7700	£11,400	£15,100	1778	1964-68
Marcos 3-litre	£6900	£9300	£12,300	£18,000	2978	1969-71
Marcos Mini-Marcos	£2500	£3500	£5400	£7900	1275	1965-74
Maserati 3500GT/GTi fhc	£54,700	£63,500	£70,000	£84,000	3485	1958-64
Maserati 3500GT/GTi Spyder	£122,000	£135,000	£150,000	£170,000	3485	1958-64
Maserati Biturbo 2dr saloon	£600	£1800	£2700	£4500	1996	1981-87
Maserati Biturbo 425 (4.20-20%)	£950	£1900	£2750	£4550	2491	1983-91
Maserati Biturbo Spyder	£2800	£4100	£5900	£9100	2491	1984-91
Maserati Bora 4.7 (4.9+10%)	£22,800	£27,500	£39,000	£52,700	4930	1971-78
Maserati Ghibli 4.7 (SS+10%)	£32,600	£45,400	£53,100	£62,600	4719	1967-73
Maserati Ghibli Spyder (SS+10%)	£134,500	£160,000	£183,500	£199,000	4719	1969-73
Maserati Indy (4.7+10%, 4.9+20%)	£11,800	£15,900	£19,500	£24,000	4719	1969-74
Maserati Khamsin	£14,800	£22,600	£29,700	£44,200	4930	1973-82
Maserati Kyalami	£12,100	£18,000	£22,800	£33,000	4930	1976-83
Maserati Merak/SS	£13,500	£17,400	£21,700	£26,000	2965	1972-83
Maserati Mistral	£24,800	£31,000	£37,900	£48,700	3692	1964-70
Maserati Mistral Spyder	£93,400	£110,000	£125,000	£140,000	3692	1964-70
Maserati Quattroporte	£4900	£9600	£13,400	£24,200	4136	1964-71
Matra Bagheera/Bagheera S	£2300	£4900	£7800	£9900	1442	1973-80
Matra Murena 1.6	£2100	£4200	£7100	£8800	1592	1980-84
Matra Murena S 2.2	£3000	£5600	£8900	£11,900	2155	1980-84
Mazda MX-5 1.6i	£1400	£2400	£4400	£5600	1597	1989-94
Mazda RX-7	£1200	£2200	£3500	£5300	2292E	1978-86
Mazda RX-7 S2 (Conv +10%)	£1600	£3200	£5100	£7300	2254E	1986-89
Mercedes-Benz 190SL	£15,500	£26,000	£39,000	£55,000	1897	1955-63
Mercedes-Benz 220SEb cab	£19,500	£26,000	£33,000	£41,000	2195	1961-65
Mercedes-Benz 220SEb fhc	£8800	£13,500	£19,200	£24,700	2195	1961-65
Mercedes-Benz 230SL/250SL	£10,400	£21,000	£29,000	£37,000	2496	1963-68
Mercedes-Benz 250CE/280CE	£2800	£4900	£7300	£10,800	2746	1968-76
M-B 250/280S/SE, 300SE/SEL	£4000	£6700	£8900	£13,200	2778	1965-72
Mercedes-Benz 280SE 3.5 cab	£43,000	£69,000	£99,500	£120,000	3499	1969-71
Mercedes-Benz 280SL	£12,000	£21,000	£29,000	£43,000	2778	1967-71
Mercedes-Benz 280SL R107	£4000	£9100	£11,000	£13,500	2746	1974-85
Mercedes-Benz 300SEL 6.3	£8500	£16,000	£25,800	£35,000	6329	1968-72
Mercedes-Benz 300SL Coupé	£320,000	£380,000	£405,000	£440,000	2996	1954-57
Mercedes-Benz 300SL conv	£332,000	£360,000	£388,000	£425,000	2996	1957-63
Mercedes-Benz 350/450SL	£4400	£9100	£12,300	£18,500	4520	1971-80
Mercedes-Benz 350/450SLC	£2800	£5600	£8400	£13,100	4520	1972-80
Mercedes-Benz 600 swb	£26,500	£46,500	£69,000	£98,000	6332	1964-81
Messerschmitt KR175/200	£11,500	£16,400	£24,400	£34,700	191	1953-64
Messerschmitt KR200 Cabrio	£9000	£15,000	£23,100	£33,500	191	1956-64
MG 1100/1300	£1400	£2450	£3300	£4600	1275	1962-71
MGA roadster	£6000	£12,800	£19,000	£26,900	1489	1955-59

## MG TF-1500

Thanks to its pre-war looks and post-war performance, the TF was a hugely successful sports car in period – particularly in the USA – and remains a very popular choice today. Good value for what it offers, it is not a car that has ever threatened to burst the bank, but is a fine representative of the more affordable, usually more stable end of the classic market. Intriguing to note that, way back in 1982, TFs sold for more than DB5s and E-types!

**2012** £31,000  
**2002** £18,500  
**1993** £17,000  
**1982** £6500



MAKE/MODEL	COND 4	COND 3	COND 2	COND 1	CC	BUILT
MGA Coupé	£5000	£12,000	£17,000	£24,000	1489	1956-59
MGA 1600 Coupé Deluxe	£6200	£13,200	£18,100	£25,800	1588	1960-61
MGA 1600 roadster Deluxe	£6600	£13,500	£20,300	£28,000	1588	1960-61
MGA 1600 Coupé Mkl/II	£5450	£12,500	£17,500	£24,900	1622	1959-62
MGA 1600 roadster Mkl/II	£5800	£12,700	£19,700	£27,500	1588	1959-62
MGA Twin-Cam Coupé	£6900	£14,000	£19,700	£26,300	1588	1958-60
MGA Twin-Cam roadster	£7000	£13,700	£21,000	£29,000	1588	1958-60
MGB roadster	£3000	£5,800	£10,300	£16,900	1798	1962-67
MGB (rubber-bumper) roadster	£1800	£4200	£8000	£10,800	1798	1974-80
MGB MkII/III roadster	£2700	£5600	£10,100	£14,900	1798	1967-74
MGB GT	£2100	£4800	£9900	£14,000	1798	1965-67
MGB GT MkII/III	£1750	£3300	£7000	£10,000	1798	1967-74
MGB GT (rubber bumper)	£1500	£3000	£6250	£8,800	1798	1974-80
MGB GT V8	£4200	£6900	£12,200	£18,000	3428	1973-76
MGB GT V8 (rubber bumper)	£3600	£5700	£11,000	£16,500	3428	1974-76
MGC roadster	£8600	£12,200	£15,500	£23,800	2912	1967-69
MGC GT	£7500	£11,000	£14,800	£19,750	2912	1967-69
MG Midget MkI-IV	£2200	£3900	£5750	£9300	1275	1961-74
MG Midget 1500	£1900	£3000	£4100	£5800	1493	1974-79
MG R-V8	£6750	£9600	£13,250	£18,500	3946	1993-96
MG TA	£8400	£12,800	£18,100	£24,800	1292	1936-39
MG TC	£8000	£13,000	£23,000	£27,000	1250	1945-49
MG TD	£5500	£10,200	£17,500	£24,400	1250	1949-53
MG TF-1250	£7400	£12,000	£19,500	£26,800	1250	1953-54
MG TF-1500	£9000	£14,750	£21,200	£31,200	1466	1954-55
MG YA/YB	£3600	£7000	£13,700	£20,000	1250	1947-53
MG ZA/ZB Magnette	£2600	£5400	£9000	£12,500	1489	1954-58
Morgan 4/4 1600	£10,300	£14,200	£20,300	£27,600	1599	1968-90
Morgan 4/4 SII	£8250	£12,300	£16,800	£23,600	1172	1956-60
Morgan 4/4 SIII-V	£9800	£15,400	£19,600	£28,000	1340	1960-68
Morgan Plus 4 TR	£10,000	£17,000	£24,000	£31,000	1991	1954-69
Morgan Plus 4 SS	£20,000	£31,000	£45,000	£56,000	2138	1961-68
Morgan Plus 8	£10,000	£18,000	£34,000	£42,200	3528	1968-90
Morris Minor 1000 conv	£3900	£5500	£8700	£13,800	948	1956-62
Morris Minor 1000 conv	£4500	£6850	£10,600	£15,300	1098	1962-69
Morris Minor 1000 saloon	£2500	£4000	£6300	£8700	1098	1962-70
Morris Minor 1000 saloon	£2100	£3600	£5450	£7900	948	1956-62
Morris Minor 1000 Traveller	£3700	£5350	£8450	£13,500	948	1956-62
Morris Minor 1000 Traveller	£3700	£5400	£8550	£13,700	1098	1956-71
Morris Minor MM saloon	£2700	£4200	£5900	£8200	918	1948-53
Morris Minor MM tourer	£4100	£5300	£7900	£10,700	918	1948-52
Morris Minor S2 saloon	£1700	£3300	£4700	£6600	803	1952-56
Morris Minor S2 tourer	£2300	£4500	£6350	£8900	803	1952-56
Morris Minor S2 Traveller	£2100	£4150	£6000	£8550	803	1953-56
Morris Oxford MO Saloon	£1650	£3450	£4300	£5700	1476	1948-54
Morris Oxford V/VI Saloon	£1100	£2350	£3050	£4000	1622	1959-71
Morris Six MS 2.2, Isis 2.6	£2100	£4200	£5350	£7100	2639	1949-58
NSU 1000/1200 TT/TTS	£6200	£8850	£11,100	£14,750	996	1965-71
NSU Ro80	£1700	£3900	£7600	£12,100	2000E	1968-77
Opel Commodore	£1300	£2800	£3900	£5000	2490	1967-77
Opel GT	£2100	£3500	£6850	£11,600	1897	1968-73
Opel Manta	£1300	£2700	£3300	£4600	1979	1975-88
Opel Manta	£1700	£3700	£4600	£5700	1897	1970-75
Opel Monza	£1250	£2650	£3300	£4300	2968	1978-87
Panhard 24CT	£2600	£4900	£8100	£9700	845	1964-67
Panther Lima	£4800	£6900	£8600	£10,500	2279	1976-82
Peerless/Warwick GT 2-litre	£4500	£7500	£11,200	£19,800	1991	1957-62
Peugeot 203 saloon	£1500	£3700	£4500	£5,400	1290	1948-60
Peugeot 204/304 cabriolet	£2900	£5200	£7700	£9600	1288	1965-80
Peugeot 204/304 coupé	£1300	£2800	£4200	£5500	1288	1965-80
Peugeot 205 GTi 1.6	£1300	£2650	£3800	£5450	1580	1984-89
Peugeot 403 cabriolet	£3500	£8600	£11,250	£15,600	1468	1955-62
Peugeot 403 saloon	£1100	£1900	£3000	£4000	1468	1955-66
Peugeot 404 PF cabriolet	£4600	£7600	£10,900	£15,500	1618	1962-69
Peugeot 404 saloon	£2350	£5100	£7000	£8750	1618	1960-75
Peugeot 504 V6 cabriolet	£6100	£9000	£12,900	£17,400	2664	1975-83
Piper GTT/P2	£6600	£9300	£12,000	£14,700	1599	1968-74
Porsche 356 Gmund Coupé	£125,000	£160,000	£195,000	£245,000	1290	1948-50
Porsche 356 Coupe	£32,000	£51,000	£72,000	£101,500	1290	1951-56
Porsche 356 1500 Coupé	£35,000	£55,000	£77,000	£107,000	1488	1951-56
Porsche 356 Cabriolet	£46,500	£73,000	£108,000	£146,000	1290	1951-56
Porsche 356 1500 Cabriolet	£50,500	£84,500	£117,000	£158,500	1488	1951-56
Porsche 356 Speedster	£86,500	£96,000	£129,000	£177,000	1290	1954-55
Porsche 356 1500 Speedster	£93,000	£109,000	£141,000	£200,000	1488	1954-55
Porsche 356A Coupe	£21,000	£29,500	£42,000	£54,000	1582	1956-59
Porsche 356A 1600 Super Coupé	£26,000	£36,000	£47,000	£61,500	1582	1956-59
Porsche 356A Speedster	£78,000	£100,000	£125,000	£147,500	1582	1955-58
Porsche 356A Super Speedster	£90,000	£110,000	£140,000	£175,000	1582	1956-59
Porsche 356A Cabriolet	£30,000	£51,000	£74,000	£90,000	1582	1956-59
Porsche 356A Super Cab	£41,000	£73,000	£95,000	£110,000	1582	1956-59
Porsche 356A Convertible D	£54,600	£82,000	£101,000	£116,000	1582	1958-59
Porsche 356A Carrera GS Coupé	£135,000	£155,000	£180,000	£205,000	1498	1956-59
Porsche 356A Carrera GT Coupé	£110,000	£135,000	£150,000	£180,000	1498	1956-59
Porsche 356A Carrera GS Super	£135,000	£155,000	£175,000	£195,000	1498	1956-59
Porsche 356A Carrera GT Super	£145,000	£169,000	£202,500	£235,000	1498	1956-59
Porsche 356A Carrera GS Cab	£189,000	£225,000	£250,000	£270,000	1498	1956-59
Porsche 356B T5 Coupé	£14,000	£21,000	£28,000	£40,000	1582	1960-62

MAKE/MODEL	COND 4	COND 3	COND 2	COND 1	CC	BUILT
Porsche 356B T5 1600 Super	£15,500	£23,000	£34,000	£46,800	1584	1960-62
Porsche 356B T5 S90 Coupé	£19,500	£27,500	£39,000	£51,500	1582	1960-62
Porsche 356B T5 Roadster	£30,000	£42,000	£63,000	£90,000	1582	1960-62
Porsche 356B T5 Super Rdstr	£34,500	£46,900	£71,000	£104,000	1584	1960-62
Porsche 356B T5 S90 Rstr	£37,500	£52,000	£75,000	£114,000	1582	1960-62
Porsche 356B T5 Cabriolet	£21,000	£32,000	£55,500	£80,000	1582	1960-62
Porsche 356B T5 Super Cabrio	£26,000	£37,000	£65,000	£90,000	1584	1960-62
Porsche 356B T5 S90 Cabrio	£40,000	£55,000	£85,000	£120,000	1582	1960-62
Porsche 356B T6 Coupé	£14,800	£22,000	£30,000	£44,000	1582	1962-63
Porsche 356B T6 Super Coupé	£17,000	£25,000	£34,000	£47,000	1584	1962-63
Porsche 356B T6 S90 Coupé	£21,500	£34,000	£43,000	£52,500	1582	1962-63
Porsche 356B T6 Roadster	£40,000	£61,000	£67,000	£95,000	1582	1962-63
Porsche 356B T6 Super Rdstr	£41,600	£66,000	£83,000	£110,000	1584	1962-63
Porsche 356B T6 S90 Rdstr	£52,000	£70,000	£87,500	£125,000	1582	1962-63
Porsche 356B T6 Cabriolet	£24,500	£36,000	£57,000	£82,000	1582	1962-63
Porsche 356B T6 Super Cabrio	£30,000	£40,500	£69,000	£100,000	1584	1962-63
Porsche 356B T6 S90 Cabrio	£46,000	£61,000	£90,000	£125,000	1582	1962-63
Porsche 356C Coupé	£16,000	£25,000	£34,000	£47,000	1582	1963-65
Porsche 356C 1600 Super Coupé	£19,000	£27,000	£36,000	£50,000	1584	1963-65
Porsche 356C S90 Coupé	£23,000	£30,500	£41,000	£55,000	1582	1963-65
Porsche 356C Cabriolet	£22,000	£35,000	£60,000	£80,000	1582	1963-65
Porsche 356C Super Cabrio	£46,000	£70,000	£87,500	£114,000	1584	1963-65
Porsche 356C S90 Cabriolet	£48,000	£72,000	£93,000	£120,000	1582	1963-65
Porsche 356B Carrera 2	£170,000	£195,000	£215,000	£260,000	1588	1960-63
Porsche 356C Carrera 2	£90,000	£125,000	£150,000	£190,000	1966	1963-65
Porsche 911/911L/911E 2.0	£16,300	£24,000	£36,000	£53,000	1991	1964-69
Porsche 911S 2.0	£18,600	£25,200	£37,500	£54,300	1991	1968-69
Porsche 911S 2.2	£18,500	£26,500	£34,000	£45,000	2195	1969-71
Porsche 911S 2.4	£18,900	£28,000	£35,000	£46,000	2341	1971-73
Porsche 911S 2.7	£13,200	£19,000	£25,000	£31,000	2687	1973-75
Porsche 911T 2.0	£12,500	£20,500	£25,000	£36,000	1991	1968-69
Porsche 911T/E 2.2	£14,000	£22,000	£26,300	£37,000	2195	1969-71
Porsche 911T/E 2.4	£10,500	£18,400	£23,500	£31,000	2341	1971-73
Porsche 911 2.7	£16,300	£28,000	£35,500	£44,500	2687	1973-77
Porsche 911 Carrera 2.7	£22,500	£36,000	£43,900	£56,200	2687	1973-75
Porsche 911RS 2.7 Touring rhd	£132,000	£159,000	£182,000	£210,000	2687	1972-73
Porsche 911SC 3.0	£5100	£9800	£14,500	£21,400	2994	1977-84
Porsche 911SC 3.0 targa	£5900	£11,100	£15,500	£23,000	2994	1977-84
Porsche 911SC Cabriolet	£5900	£10,400	£15,250	£22,000	2994	1982-84
Porsche 911 Carrera 3.0	£23,600	£37,750	£45,900	£58,800	2994	1975-77
Porsche 911 Carrera 3.2	£6300	£13,200	£18,000	£27,000	3164	1983-89
Porsche 911 Carrera 3.2 Cabrio	£7300	£14,000	£20,000	£29,500	3164	1984-89
Porsche 911 Carrera ClubSport	£16,500	£22,500	£27,000	£36,800	3164	1987-89
Porsche 911 turbo 3.0	£11,000	£20,000	£27,500	£35,000	2995	1974-77
Porsche 911 turbo 3.3	£11,400	£20,200	£26,000	£37,000	3299	1977-90
Porsche 914	£2600	£5600	£9100	£14,500	1795	1969-73
Porsche 914/6	£10,300	£14,750	£21,750	£30,200	1991	1969-72
Porsche 924	£1750	£3300	£5500	£7800	1984	1976-85
Porsche 924 Carrera GT	£11,600	£19,000	£27,000	£35,000	1984	1981
Porsche 924 Turbo	£1900	£3750	£6100	£8100	1984	1980-83
Porsche 928	£1900	£4200	£7200	£10,500	4474	1977-82
Porsche 928S	£2500	£4600	£8500	£12,250	4664	1980-86
Porsche 944	£1600	£2700	£4400	£7700	2479	1982-88
Porsche 944 S2	£3000	£4800	£8100	£11,600	2990	1988-92
Reliant Sabre 4 rdstr/coupé	£4300	£6600	£8000	£9300	1703	1961-63
Reliant Sabre Six rdstr/coupé	£5200	£7300	£8800	£10,700	2553	1962-64</

MAKE/MODEL	COND 4	COND 3	COND 2	COND 1	CC	BUILT
Renault 4	£1250	£2400	£3800	£5200	845	1962-80
Renault 4CV	£2350	£3900	£5400	£7100	747	1947-61
Renault 5 GT Turbo	£1500	£2800	£4100	£5250	1397	1986-91
Renault 5 Turbo/Turbo 2	£10,600	£14,800	£23,500	£33,250	1397	1980-86
Renault 8 Gordini 1100/1300	£10,600	£15,600	£21,000	£27,600	1255	1965-70
Renault 16TS/TX	£1100	£2300	£3700	£4600	1565	1965-79
Renault Floride/Caravelle	£5400	£6900	£9700	£14,900	956	1959-68
Riley 1.5 RMA/RME	£5200	£8100	£9400	£12,700	1496	1946-55
Riley 2.5 RMB/RMF	£3400	£6200	£10,300	£15,900	2443	1946-53
Riley 2.5 RMC Roadster	£4700	£8700	£14,500	£23,000	2443	1948-50
Riley 2.5 RMD Convertible	£4400	£8400	£14,000	£22,000	2443	1948-51
Riley 4/68, 4/72	£1900	£3600	£4200	£5300	1622	1959-69
Riley Elf I/II	£2300	£4800	£5400	£6700	848	1961-69
Riley Kestrel 1100/1300	£1300	£2100	£3000	£3700	1275	1965-69
Riley One-Point-Five	£2600	£4100	£5350	£7500	1489	1957-65
Rochdale Olympic Phase I/II	£2100	£4400	£6200	£7800	1499	1960-68
Rolls-Royce Camargue	£12,800	£17,500	£23,000	£33,000	6750	1975-86
Rolls-Royce Corniche conv	£14,400	£19,300	£25,000	£29,600	6750	1971-87
Rolls-Royce Silver Cloud III	£19,500	£31,000	£40,000	£52,500	6230	1962-65
Rolls-Royce Silver Shadow	£3200	£6200	£10,600	£15,500	6230	1965-76
R-R Silver Shadow 2/Wraith 2	£4100	£8200	£11,250	£17,000	6750	1977-80
R-R Silver Wraith 4.25-4.6	£21,000	£32,000	£43,000	£50,000	4257	1946-51
Rover 3500 SD1 Vitesse	£2100	£4350	£5200	£6450	3528	1982-86
Rover P4 60/80	£2200	£4350	£6300	£7400	1997	1954-62
Rover P4 75	£6800	£10,300	£14,200	£17,500	2230	1950-54
Rover P4 75/90/100	£3000	£5100	£7100	£10,300	2625	1954-62
Rover P4 95/110	£2700	£5100	£6700	£9700	2625	1962-64
Rover P4 105R	£1850	£3850	£5900	£7450	2638	1957-58
Rover P4 105S	£2900	£6350	£8200	£10,300	2638	1957-59
Rover P5 3 Litre Coupé	£2400	£4900	£7250	£10,400	2995	1963-67
Rover P5 3 Litre saloon	£2000	£4600	£6300	£9450	2995	1959-67
Rover P5B 3.5 Litre Coupé	£4100	£7900	£9900	£14,300	3528	1968-75
Rover P5B 3.5 Litre saloon	£3700	£7600	£9300	£12,700	3528	1968-75
Rover P6 2000/2200SC	£1600	£3000	£3700	£5100	1974	1964-76
Rover P6 2000/2200TC	£1900	£4400	£5950	£8900	2205	1966-76
Rover P6 3500	£1800	£3200	£4050	£5350	3528	1970-75
Rover P6 3500S	£2250	£4800	£5700	£7550	3528	1972-75
Saab 96 V4	£1600	£3200	£5100	£8500	1498	1967-79
Saab 99 Turbo	£1750	£3300	£5500	£8700	1985	1977-80
Saab Sonett II/III	£2800	£5100	£9200	£12,000	1498	1966-74
Simca 1200S coupé	£2600	£5350	£6600	£7800	1204	1967-71
Simca Aronde Plein Ceil/Océane	£3200	£5850	£8600	£11,000	1290	1957-62
Simca Aronde saloon/coupé	£800	£1700	£3200	£4400	1290	1951-63
Singer Chamois	£700	£1900	£3300	£4550	875	1964-70
Singer Chamois Sport, Coupé	£1250	£2900	£4000	£5300	875	1967-70
Singer Gazelle I-III conv	£4800	£7700	£10,000	£12,800	1494	1955-62
Singer Gazelle I-VI saloon	£2600	£3900	£5100	£7000	1725	1955-67
Singer SM Roadster	£4200	£7100	£10,700	£17,000	1497	1951-55
Standard 8/10/Pennant	£1400	£3100	£4300	£5600	948	1953-61
Standard Vanguard PI (PII -10%)	£1250	£2600	£3700	£4800	2088	1948-52
Sunbeam-Talbot 80 dhc	£3350	£5900	£9100	£14,200	1185	1948-50
Sunbeam-Talbot 80 sal	£2950	£4300	£6650	£8700	1185	1948-50
Sunbeam-Talbot 90 dhc	£3900	£6600	£9850	£15,500	2267	1948-57
Sunbeam-Talbot 90 sal	£3300	£4800	£7400	£9600	2267	1948-57
Sunbeam Alpine Mk1-III	£6700	£11,900	£16,000	£24,000	2267	1953-55
Sunbeam Alpine SI-IV	£4600	£9700	£14,300	£21,500	1592	1959-65
Sunbeam Alpine SV	£6200	£11,100	£15,600	£24,800	1725	1965-68
Sunbeam Alpine Harrington SA/B	£12,400	£16,900	£22,200	£28,000	1592	1961-63
Sunbeam Imp Sport/Stiletto	£900	£2200	£3650	£4900	875	1967-72
Sunbeam Rapier II/III conv	£4200	£7200	£11,000	£14,900	1494	1958-63
Sunbeam Rapier I-V coupé	£1950	£4600	£7100	£10,800	1725	1955-67
Sunbeam Tiger Mk1	£14,100	£19,700	£26,400	£37,800	4261	1964-66
Sunbeam Tiger MkII	£22,900	£37,400	£47,600	£59,800	4727	1966-67

MAKE/MODEL	COND 4	COND 3	COND 2	COND 1	CC	BUILT
Swallow Doretta	£18,700	£25,500	£36,000	£45,600	1991	1954-55
Talbot-Sunbeam Lotus	£3400	£6100	£7300	£8650	2174	1979-81
Tornado Talisman	£7100	£10,000	£14,300	£18,000	1499	1962-64
Toyota Celica 1600/2000GT	£2800	£5200	£6300	£7850	1968	1974-80
Trident Clipper	£8600	£16,000	£21,500	£29,000	4727	1967-78
Trident Venturer V6/Tycoon	£5500	£9000	£14,400	£18,000	2994	1969-74
Triumph 1300/1500/Toledo	£1300	£1800	£2600	£4000	1493	1965-81
Triumph 1800/2000/Renown	£3000	£4500	£5900	£10,300	2088	1946-54
Triumph 2000 Mk1/II	£900	£1850	£3000	£4800	1998	1963-75
Triumph 2500/2.5Pi Mk1/II	£700	£1600	£2400	£4000	2498	1968-75
Triumph Dolomite Sprint	£900	£1200	£2000	£3000	1998	1973-80
Triumph GT6 Mk1/II	£2400	£3000	£6100	£8900	1998	1966-70
Triumph GT6 MkIII	£2800	£4000	£6900	£9900	1998	1970-73
Triumph Herald 13/60 conv	£2200	£3800	£6000	£9000	1296	1967-71
Triumph Herald 13/60 saloon	£950	£2700	£3600	£4400	1296	1967-71
Triumph Herald 948, 1200 conv	£2500	£4000	£6200	£9900	1147	1960-67
Triumph Herald 948, 1200 Coupé	£1800	£3000	£4000	£5800	948	1959-64
Triumph Herald 948/1200/12/50	£800	£2500	£3300	£4800	1147	1959-68
Triumph Mayflower	£1400	£2900	£4800	£8400	1247	1950-53
Triumph Roadster 1800/2000	£5100	£10,400	£15,800	£22,500	2088	1946-49
Triumph Spitfire 4/Mk2	£2200	£4000	£7000	£9300	1147	1962-67
Triumph Spitfire Mk3	£1900	£3800	£6600	£9,000	1296	1967-70
Triumph Spitfire MkIV/1500	£1850	£3300	£5100	£8300	1296	1970-74
Triumph Stag	£4200	£7100	£12,800	£18,500	2997	1970-77
Triumph TR2/3/3A	£8500	£13,000	£19,900	£29,500	1991	1953-61
Triumph TR4	£5400	£8300	£14,000	£24,000	2138	1961-65
Triumph TR4A	£5700	£9200	£16,000	£25,000	2138	1964-67
Triumph TR5	£10,000	£15,000	£21,000	£28,000	2498	1967-68
Triumph TR250	£8900	£13,000	£18,750	£24,200	2498	1967-68
Triumph TR6	£5100	£8600	£13,300	£18,800	2498	1969-76
Triumph TR7 fhc (dhc +20%)	£1250	£2500	£3600	£5800	1998	1975-81
Triumph TR8 dhc	£2700	£5000	£9700	£14,000	3528	1980-81
Triumph TR8 fhc	£1800	£3000	£5100	£9750	3528	1979-81
Triumph Vitesse Mk1 conv	£2000	£3200	£4600	£6800	1998	1962-68
Triumph Vitesse Mk1 saloon	£1400	£2400	£3600	£4700	1596	1962-68
Triumph Vitesse Mk2 conv	£2100	£3700	£6100	£7200	1998	1968-71
Triumph Vitesse Mk2 saloon	£1800	£3000	£4500	£5800	1998	1968-71
TVR Grantura I-1800S	£7100	£13,900	£18,500	£26,000	1798	1958-67
TVR Griffith 200/400	£14,900	£24,000	£36,000	£51,500	4727	1963-65
TVR Tuscan V6	£6200	£7900	£13,700	£18,500	2994	1969-71
TVR Vixen I-IV/1600M	£4000	£5900	£10,500	£12,300	1599	1967-77
TVR 2500M	£3300	£5500	£8600	£12,600	2498	1971-77
TVR 3000M	£5000	£8300	£12,500	£19,000	2994	1972-79
TVR 3000S convertible	£3950	£7600	£10,900	£13,950	2994	1978-79
TVR Taimar	£4000	£5800	£9000	£11,000	2994	1977-79
TVR Griffith	£4600	£6800	£9200	£12,950	4228	1991-93
TVR Tasmin/280i fhc/2+2	£2100	£3650	£5300	£7800	2792	1980-87
TVR Tasmin/280i convertible	£2700	£4100	£5900	£8400	2792	1980-87
TVR Tasmin V8/350i fhc/2+2	£3000	£4000	£5650	£8300	3528	1983-89
TVR Tasmin V8/350i convertible	£3800	£5200	£6800	£9700	3528	1983-89
Vanden Plas Princess 1100/1300	£1500	£2100	£3700	£5700	1098	1963-74
Vanden Plas 3 Litre/4 Litre R	£2500	£5000	£6200	£7900	3909	1964-68
Vauxhall Chevette HS	£4900	£7800	£9100	£12,800	2279	1978-79
Vauxhall Chevette HSR	£9600	£14,200	£16,700	£22,600	2279	1979-80
Vauxhall Firenza 1.8/2.3 coupé	£1550	£3000	£3950	£4850	2279	1971-76
Vauxhall HP Firenza	£3600	£6500	£8300	£10,500	2279	1974-75
Vauxhall Magnum 1.8/2.3 coupé	£1000	£1700	£2500	£3600	2279	1973-77
Vauxhall Magnum Sportshatch	£2200	£4100	£6600	£7800	2279	1976
Vauxhall PA Velox/Cresta	£3200	£6200	£8350	£10,100	2262	1957-62
Vauxhall Velox LIP/EIP/EIPV	£2000	£4100	£5300	£6400	2262	1948-57
Vauxhall VX4/90 FB/FC/FD	£1350	£2300	£3600	£4800	1594	1961-72
Volkswagen Beetle 1100 cabrio	£9800	£14,900	£19,600	£25,900	1131	1946-53
Volkswagen Beetle 1100 'split'	£3900	£6400	£11,700	£16,300	1131	1946-53
Volkswagen Beetle 1200 cabrio	£2800	£5700	£12,000	£16,100	1192	1953-65
Volkswagen Beetle 1200 'oval'	£2450	£4750	£6800	£8900	1192	1953-57
Volkswagen Beetle 1200/1200L	£2100	£4200	£5700	£7950	1192	1965-78
Volkswagen Beetle 1200/del	£1650	£3900	£5300	£7600	1192	1957-64
Volkswagen Beetle 1300/1500	£2350	£4700	£6000	£8400	1493	1965-70
VW Beetle 1300/1500 cabrio	£3100	£6300	£12,800	£17,100	1493	1965-70
VW Beetle 1302/S/1303/S	£1900	£4600	£5800	£7700	1584	1970-77
VW Beetle 1302/1303S cabrio	£2300	£4300	£9600	£12,300	1584	1970-80
Volkswagen Karmann-Ghia cab	£5400	£8900	£13,500	£20,700	1493	1957-74
Volkswagen Karmann-Ghia cpé	£3000	£6100	£8400	£13,900	1584	1957-74
Volkswagen Golf GTi Mk1	£2200	£2800	£3900	£6400	1781	1978-84
Volkswagen Scirocco GTi/Storm	£725	£1700	£3250	£4800	1588	1977-82
Volvo 121/122/122S 4dr	£2050	£3200	£5300	£9100	1583	1956-67
Volvo 122S B18 4dr	£2200	£3800	£5600	£10,000	1778	1962-67
Volvo 123GT 2dr saloon	£5000	£8600	£11,700	£17,300	1778	1966-67
Volvo 131/132S 2dr saloon	£2700	£4600	£6300	£10,900	1778	1961-70
Volvo 1800ES	£2700	£4300	£7100	£12,300	1985	1971-73
Volvo P1800/1800S (E +10%)	£3000	£4900	£8000	£12,000	1778	1961-69
Volvo PV544	£3200	£5700	£8900	£10700	1778	1959-65
Wolseley 1100/1300	£1050	£2100	£2800	£3600	1098	1965-73
Wolseley 15/60,16/60	£1500	£3200	£4000	£4900	1489	1959-71
Wolseley 1500						



# Investing in pleasure

Whatever your budget, says **Alain de Cadenet**, putting your money into a four-wheeled artwork combines investment potential with great fun

PHOTOGRAPHY MALCOLM GRIFFITHS/AUTOCAR

**T**he veteran, vintage and classic steamroller has certainly moved onwards and upwards dramatically during the past year. Barely a week goes by without tales of joy from rallies and race meetings in all four corners of the globe. Record prices paid for almighty machines – and for tiddly stuff that you wouldn't think twice about – bound out of your computer every time you turn it on.

You used to be greeted with an enquiry as to your health, or how nice it was to be seen out and about. Nowadays, it's more likely to be: "Blimey, have you heard what a GTO fetched last week?" Or maybe: "Can't believe what someone just paid for that total wreck of a Mini."

The whole point is that it no longer really matters what anybody does with their money. Or, for that matter, what we think about them. There has been a fresh look at how and why folk enjoy themselves; especially when the decision comes as to whether money should be tied up in some less than inflation-worthy piece of paper that can get lost in the wind, or a big chunk of metal. Trying to analyse the situation isn't easy, but I'll do my best!

Fine Art continues to be the market leader in alternative investments. Hardly surprising when you have several superb shows taking place on a regular basis. Such as Art Basel in Switzerland, which specialises in 20th-century stuff – right up to the latest and supposedly greatest offerings from alive-and-kicking artists. The great and the good turn out and have fun buying either what they want, or what they get

sold. No shortage of high-tag items, but plenty of buys for the knowledgeable, too. Information is essential for spending, as many have learnt the hard way. Last year, however, there were phenomenal sales at auction; records broken left, right and centre. Check out the cars that art dealers and gallery owners prowl around in and it confirms that they're doing all right, too.

And so it should be. What did the man who invented the world's first coin do with it? That's right, he spent it. History teaches us the natural rewards of spending, and of the multitude of ways to derive joy from doing it. Helping people out with bright

**'TURNING UP AT ONE OF THE BIG AUCTIONS HAS TO FIRE YOU UP: IT'S SO EXCITING'**

ideas on how to spend is a classic way to make a living. Traditionally, religion has had the monopoly on offering a tasty after-life, but surely there can be few things to rival a good blast in a McLaren F1, best friends on either side, in this life or the next. The appeal of great-driving kit is too strong to not get involved.

These days, there seem to be more car auctions than ever. The established and the new, all hard at it. Turning up to one of the big sales in Monaco or Monterey has to get you fired up: it's so exciting. The gear on sale is amazing, and so are the prices. If you can't afford it, that's okay – someone else can. It's a bit like the Romans' games in the

Colosseum, not everyone enters the arena with a spear. The point is that attending a good sale gives you confidence. Surely not all of these folk can be crazy, can they?

The simple fact that children point and smile at any old banger they see is sufficient evidence that there is a future for our beloved vehicles. Until collectors work out a way to take their cars with them when they go, the hardware has to stay behind. The market place always decides the price, if not always the value, as we know.

Everyone reading this has a right to get their hands on a machine they have always wanted. Get on that rally; do that trip; restore that car, 'bike, 'plane, mower or whatever; and be happy. Enter that race at Goodwood, Monaco, Le Mans or Silverstone. Do it now and join the thousands of kindred spirits who can show you the way. Surely nothing is more fulfilling from a philosophical point of view than doing what you want, the way you want to?



You may not have £23m, but you can live your dreams

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