

Issue One
July 2009

CLIVE SUTTON

THE CLIVE SUTTON LUXURY CAR MARKET REPORT



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AT THE FOREFRONT

The top end of the car market has, during the past year, undergone its biggest upheaval in decades. From the highs of 2005-2007, to the dramatic plunges later in 2008, many car dealers say they've witnessed drama on a never-before-seen scale.

Nowhere were the implications of this plunge more sorely felt than the premium car arena. Owners found that cars they'd paid premiums for, without long term ownership intentions, were now costing them dearly, and it was simply uneconomic to sell. Despite this, the classified ads were packed with temptingly priced exotica, from Aston Martin to Pagani.

This is why we thought it time to take stock - in a way never before attempted.

Clive Sutton is an industry expert with decades of experience in the industry. Here, he has taken a long hard look at the premium car market - right now.

He's looked at asking prices, and trade prices. He's investigated servicing costs, warranty demands, insurance rates. He's looked into the recall history of cars. He's even hooked into the dealer bulletin system, to

uncover the faults you don't normally hear about.

Of course, he's also spoken to fellow dealers. Tapped into the thoughts of his very own customers. And now, he offers all this to you, in his first ever Market Report.

All this, we feel, has produced the most exhaustive review of the market yet. Want to know exactly which cars are hot, and which are not? Where the smart money is going, and where you should steer clear? Want to find out the true picture of the bargains out there?

“CLIVE SUTTON IS AN INDUSTRY EXPERT WITH DECADES OF EXPERIENCE IN THE INDUSTRY”

Then, read on. Clive Sutton's Luxury Car Market Report gives you all that, and more.

If you've ever dreamed of owning a supercar, Clive and the Luxury Car Market Report are here to show you how to make that a reality - without it turning into a nightmare...

WELCOME



Clive Sutton, June 2009

For over 25 years, I have been at the forefront of the luxury and performance car industry; originally as an independent dealer and then, having built up a successful group of franchised dealerships, returning to the independent market six years ago.

In this time, I've seen many changes - but few have been on the scale of the past few months.

This is why I have decided to bring you a unique look into the much-changing luxury and performance car market.

In putting together this Luxury Car Market Report, I will be sharing my direct experience and first hand knowledge of the changing premium car world. This will give you an insight into the discoveries and trends we spot in offering new, used and rare luxury cars worldwide here at Clive Sutton.

Buyers and sellers put me to the test every single day. Which means I'm learning things all the time. Here, I give you some of that insight.

Certainly car retailing is changing. The market is different today to what it was just six months ago. And is set for big change in the future, too.

We are moving and diversifying with it.

This is why we are developing in many new areas. Our exclusive premium car brokerage service, for example, takes the hassle out of your search for the right car. Basically, we do all the legwork, sourcing you a car in pristine condition, fully serviced and ready to go.

We can also sell your car this way too - and help you prepare it to get the best possible price. We deal with the buyer and act as your personal agent, taking away the hassles of selling privately without having to accept low trade prices. It is an exclusive one-on-one service that reflects the level of personalisation people now demand from the motor industry.

This first publication of the Clive Sutton Luxury Car Market Report provides a comprehensive review of the luxury car market. We investigate up-to-date pricing, and the pros and cons, for core models from Aston Martin, Bentley, Porsche, Ferrari and Rolls Royce.

I hope you find my Market Report interesting. My aim is for it to be the first of many, so if you like this, look out for more of the same in the future.





ASTON MARTIN DB9



**CLIVE SUTTON
MARKET PRICE
FROM £48,000
(TYPICAL 2004 MODEL,
20,000 MILES)**

DB9 buyers tend to be a bit more traditional 'Aston Martin' than V8 Vantage buyers. They're less likely to be early adopters, seeking the latest thing, and so generally keep the cars longer. Apart from the early launch cars, which were resold at a premium, there's less churn, and fewer owner changes recorded in the logbook early on.

Even so, the first DB9 Coupés (and, from 2005, the Volante convertibles) do show higher mileages than later cars. That's because they were bought by people swapping out of 911s and Mercedes SLs.

The trouble is, in some ways, those early cars were unable to live up to this Teutonic ideal. They were not entirely trouble free, while some of the switchgear was fiddly. It was very hard, for example, to work the

onboard telephone. It took them until the 2008 model to replace the heater controls with the larger, clearer ones from the DBS.

You must be careful with colours. As a rule of thumb, you're safe with anything silver, grey or black. This is due to the James Bond connotations. Green, which you'd think would be a dead cert, is actually something of a double-edged sword. Aston does a lovely pale silver-green, which suits the car well. However, while it's traditionally British for some people, others are influenced by superstition...

Very bright colours, such as yellow or red may work in Miami but not in Mayfair. Even white, which has become fashionable again on a number of brands does not work particularly well with Aston Martin.

Moving inside, early imported cars are sometimes identified by a Cognac-coloured interior. This was a colour scheme that is popular in Europe, and thus recommended as a 'must have' by EU dealers. Trouble is, this is not the case in the UK! It's only recently that we've seen this interior gain any sort of interest... for me, it works best with sober colours, such as dark blue. You can even specify the colour of the seat stitching and where silver stitching in a grey or black seat is desirable, red stitching can put many people off.

Also, a number of cars were specced up with a red or burgundy interior. These colours do work with black, silver or grey exteriors, but are less popular, and will therefore cause a car to be less desirable.



In 2005, piano black wood veneer became available. When combined with black leather and a silver exterior, this instantly made it more of a younger man's car - widening the DB9's appeal (older buyers who still wanted to feel young were drawn to such models...). Compare such a car to, say, a blue model, with magnolia leather, and a traditional wood interior. The 'net' of prospective buyers is much more restricted there.

A word on the DBS: even James Bond couldn't afford this! The DBS is a very special version of the DB9, sure - but is it really worth £50k more? The market doesn't think so.

With it, Aston Martin took the DB9 to the tuners, and put it on steroids. While it looked good, the pricing was undeniably ambitious. Apart from the early cars, it's quickly become discounted - it's just not seen as a £170k car. Early manuals are now sub £130k, although the more recent automatic is holding up a bit better.

If you really want one... well, you're better off buying a DB9 with a raft of revisions, and pocketing the difference. It's simply a better buy.

VALUES

Buyers like the DB9 because it's seen as a proper Aston. The Top Gear 'Cool Wall' effect has helped, too. It's seen as a rival to the Bentley Continental GT and GTC, although with less interior space and token rear seats.

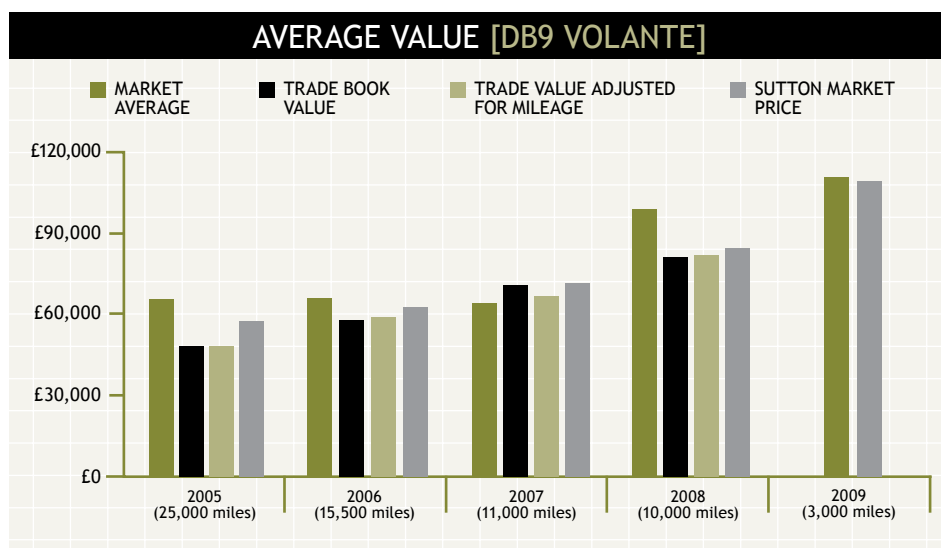
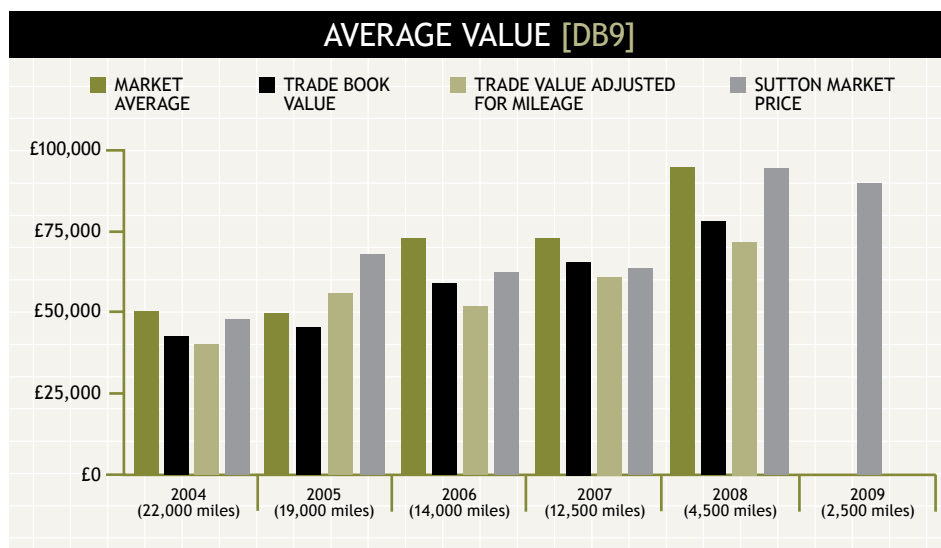
I say prices start at £48,000 for one of the first 2004 cars. That's pretty much in line with what the market is asking, with mileages quite reasonable at around 21,000. 2005 cars are valued at around £55,000 - again, quite in line with the market price. £5,000 more buys a DB9 Volante

- surprisingly, advertised mileages are higher here, probably because of the early adopters who used the cars as daily drivers. Remember these early cars will be out of warranty and that my prices are for cars in service and without known major issues.

Going forward, the gap between the Coupé and Volante is not as large as some think. Certainly, sellers don't mark up any difference in some cases - I reckon the Volante is worth around £2,000 more for older cars, but the higher mileages they've covered has

to be considered here.

Looking to options, for cars up to three years old, you can expect to pay 30 per cent of the original cost for sensible ones. Other options such as upgraded wheels and parking sensors, heated seats and audio are worth about 20 per cent of the new cost. After that, the value declines. And, as for more personal options such as bespoke leather, you really shouldn't be paying much extra at all. The seller may think they're worth a lot extra, but the market doesn't.



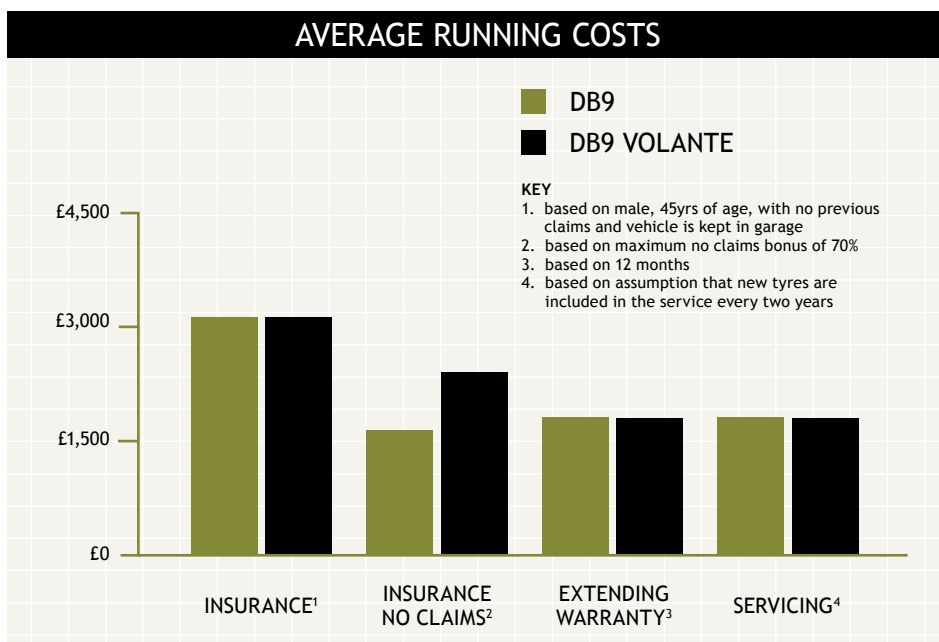


Credit Crunch aside, new demand for the DB9 has been affected significantly in the past year. Really, it's due a shape change: something 'new' is needed, as it's been in the market place now for quite a long time. As Ferrari is bringing out the F430 replacement soon so too should Aston Martin for the DB9. A 'DB10' is required to bring some of the early adopters back!

Although nearer to the Vantage V8 in price, I've taken orders for a number of brand-new Jaguar XKRs from buyers who used to own a DB9. The Jag is spun from the same design DNA but can now rival the DB9 with 500bhp. This is because as they no longer share the same parent company, Jaguar's able to compete in Aston's market place! Overall, I'd say the Jaguar is a better car, less edgy and better built with higher tech controls and crucially 65 per cent of the price of the Aston. Now it's not just the credit crunch that's an excuse for trading down to the Jag.

THINGS TO CONSIDER

- Camcover gaskets can leak
- Electric windows lose their memory setting - to fix, it needs a new control unit which should have been fixed under warranty
- Damage to the gearbox means the automatic's 'Park' mode does not engage, despite the dash indicator saying so. This causes a roll-away risk. Aston franchised dealers issued a recall to fix the problem, from 2005
- There are two premium stereo upgrades: in Volantes, you may wish to search for the top-line Linn system. New, this costs around £3,000, but really does help audio quality when driving with the roof down. It's probably worth £500-



“NEW DEMAND FOR THE DB9 HAS BEEN AFFECTED SIGNIFICANTLY IN THE PAST YEAR. REALLY, IT’S DUE A SHAPE CHANGE...”

- £1,000 on the second hand market, so long as it is the top-line system
- Alarmingly, navigation was an option on the early DB9s. It's not a great system, to be honest, but it's still something of a must-have.
- The DB9 averages a reasonable £1,679 for servicing - cheaper than all but the Porsche 911, as well as Bentleys and Ferraris!
- Insurance quotes are very reasonable - there's barely a jump over the V8 Vantage... although that could be more of a reflection of the younger, early adopter-type of buyer drawn to the V8
- Extending the warranty for 12 months is reasonable at £1,724



ASTON MARTIN V8 VANTAGE



**CLIVE SUTTON
MARKET PRICE
FROM £38,000
(TYPICAL 2005 MODEL,
33,000 MILES)**

The V8 Vantage is a British sports car that would be a step up from a modern day TVR. During development, Aston Martin prioritised ease of use and cheap running costs, and it's paid off. It is bought by some of the same people who, had TVR still existed, would have bought one of those - in terms of prices, it's pretty much at a level TVRs would have been at now, anyway.

A more important customer group are the early buyers who switched out of Porsche 911 and Mercedes Benz SL 55 AMG. A number have since migrated back to German cars, as the beauty and sound of the Vantage were not enough to keep them in the Aston.

Early V8s tended to be bought by early adopters, with no intention of keeping the car for long. It means there can be quite a few ownership

changes early on, but this isn't something the market worries about. It's accepted, because of the car it is.

Even so, I'm surprised at the high mileages of some cars - but pleased. It shows Aston's desire to make this its affordable offer has paid off. It lacks the token rear seats that make the 911 so surprisingly practical.

In my opinion, the V8 is all about the looks and the sound. The noise it makes is absolutely fantastic, and the 2008 420bhp 4.7-litre cars are very drivable, engaging machines. Personally, I found the gearing on 4.3-litre cars to be compromised - too many gear changes were needed - but this is not an issue on the 4.7-litre models. It's also worth noting that the Sportshift semi-auto software was updated for 4.7-litre cars. It's smoother, but still not quite the finished article.

Those 2007 Sportshift cars in particular, received a mixed reaction. Car buyers tell me they're lukewarm about semi-autos. They're neither one thing nor the other, lacking the smoothness of a full auto and the involving control of a manual.

As for colours, buyers want the James Bond look - which means that Tungsten Silver and Meteorite Silver Grey take more than half of sales. If you do want something else - well, you can get away with blue, and we're beginning to see a few brave buyers taking up white. Red, though, is an absolute no-no.

Aston offers a bespoke paint service, meaning you can choose any colour you like. For example, some buyers



specified Ferrari or Bentley colours. The trouble is, the configurator at franchised dealers was poor - it was little more than a box of colour samples and leather trim cuttings. This made it hard for car buyers to visualise the final result of their choices... meaning some of those early adopters chose colour combinations that, today, are virtually un-saleable. I've seen bright red interiors, totally mis-matched to the exterior colour...

VALUES

I say 2005 cars with average mileages start at around £38k. The average advertised price may be the wrong side of £40k, but this is too much, in my opinion. Buyers should definitely be negotiating with these cars. With most being out of warranty, the service and condition are key factors to consider when making an offer.

The average asking price of a 2006 car, with around 17,000 miles on the clock, is £50k. I'd say this should be more like £45k, unless it's absolutely exceptional. Most early cars were heavily specced by speculators and they often ticked lots of options boxes, which can sway advertised prices, but I'd be careful in paying much extra now. Here, I've assumed an average spec car, with must-haves such as satellite navigation and phone kit.

As cars get older, options become less about value, and more about the difference between the car selling or not.

As for V8 Roadsters, available from 2006, they start at £63k for 2007 cars. Generally, you can expect to add on around £5k-£8k for Roadsters. There's little difference here in average mileages, again due to the V8's early adopter attraction, plus its enhanced usability.

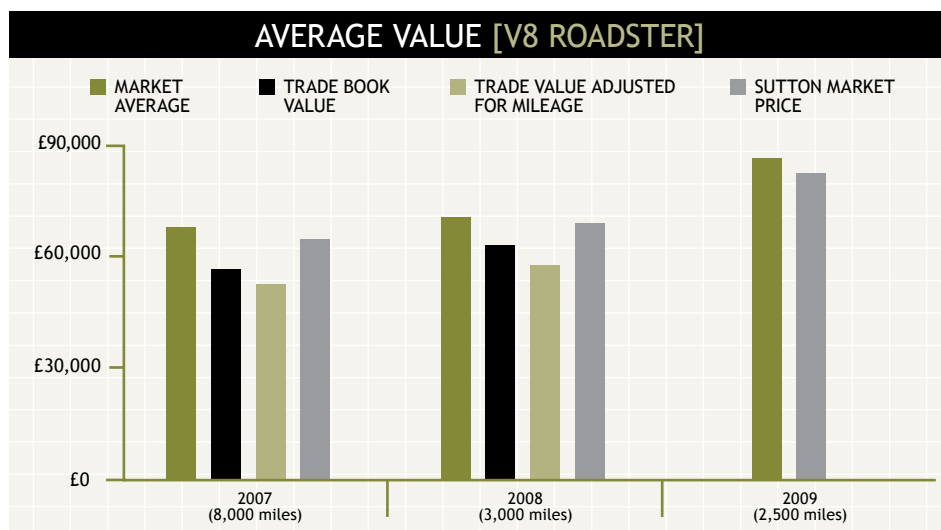
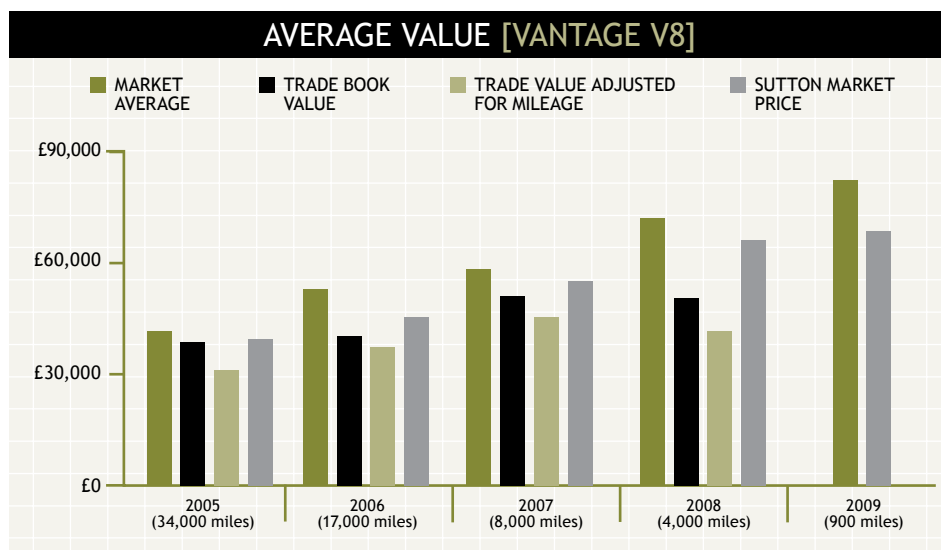
Towards the end of last year, in order to clear out unsold stock, it was possible to buy a new 4.3 V8 for under £70,000 - these cars were quickly snapped up. It has had an impact on 2008 values, though - my estimate is that you can get a 2008 model for mid-£60k. These cars represent a LOT of value for the money... if you can find one. The decline in the new car market means there are not many out there.

Furthermore, I've taken orders for a number of brand-new Jaguar XKRs from buyers who used to own an

Aston. Now, the company's offering the 500bhp XKR: because they no longer share the same parent company, Jaguar's able to compete in Aston's market place!

Overall, I'd say the Jaguar is a better car, it's better built, from more solid materials. Crucially, the price is 65 per cent of the Aston - but it's not just the credit crunch that's an excuse for trading down to the Jag.

Overall, my best Aston V8 Vantage buy would be a 2008 manual Coupé. At £65k, you really can't go far wrong.



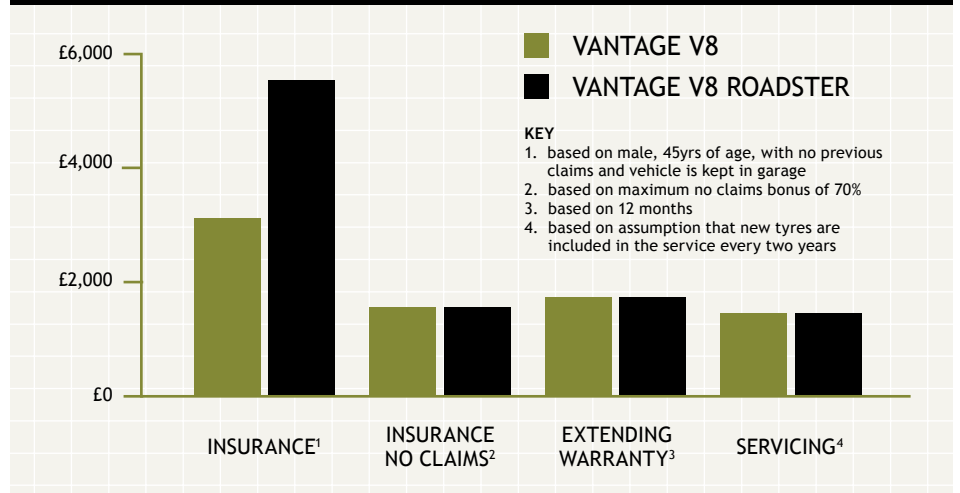


THINGS TO CONSIDER

- Camcover gaskets often leak
- 1st and 2nd gear synchromesh in early cars are troublesome. This should have been fixed under warranty
- Roadsters are more expensive to insure, which can be a reflection of the type of driver, the sort of use they get, and possible attraction of vandals. They're a bit more of a weekend car than the Coupés
- There may be very attractive leasing deals still available on brand-new V8s, which is having an impact on nearly new prices
- Main dealer servicing costs are one of the most affordable of all supercars here, at £1,442. This fits in with Aston's aim to make running costs affordable.
- Extending the warranty is half the price of doing so on a Ferrari, at £1,724, but a Porsche is cheaper still



AVERAGE RUNNING COSTS



“MAIN DEALER SERVICING COSTS ARE AMONGST THE MOST AFFORDABLE OF ALL SUPERCARS”



BENTLEY ARNAGE



**CLIVE SUTTON
MARKET PRICE
FROM £55,000
(TYPICAL 2004 MODEL,
42,000 MILES)**

The famous Bentley Arnage really has stood the test of time well. It has to be the 6.75-litre V8, though. In the trade, we don't really talk about those cars that came before this. Early Green Label cars with the small BMW engine have been supplanted by the Red Label 6.75-litre V8, resurrected and still originating from production that started 50 years ago.

The turbo charged 6.75-litre V8 has been progressively upped in power, from 400bhp to 450bhp and, from 2007, to 500bhp (in the Arnage T). The massive low end torque provides effortless pull away and overtaking. It has the silky-smooth, waft-along ride that buyers expect from this type of Bentley.

The latest cars have more controlled suspension replacing the traditional 'wallow' of earlier cars,

with smoother ride and less body roll. The Arnage offers supreme comfort, excellent climate control and about the finest interior on the market.

The 'Mulliner' is an optional pack of upgraded diamond quilted hide interior and various billet metal finishers, trimmings and wheels.

There are two core versions; the Arnage R and the Arnage T. The R is the more refined and opulent version, whilst the Arnage T offers a more sporting experience, using the 500bhp motor instead of the Arnage R's 450bhp. There is also the Arnage RL; a long wheel base version adding 10 inches of additional space to the rear cabin.

The Arnage R is the more traditional flavour, so be sure to choose classical colours here. Anything too avant-garde just doesn't work. Only the brave and outgoing went for red, which truth be told are harder to re-sell. Safe conservative colours are most common such as an elegant dark metallic blue, with complementary magnolia leather and burr walnut.

The Arnage T is the higher performance 'sportier' version, and is often seen in contemporary colour schemes and all-black colours with piano black and aluminium dashboards.

It's the last bastion of traditional Englishness - particularly now Bentley has announced the Bentley Arnage Final Series. These will be the last 150 cars to be produced worldwide. Buyers are thinking there will not be another car like it. They're probably right.

Indeed, it is these attributes that have ensured that it has continued -

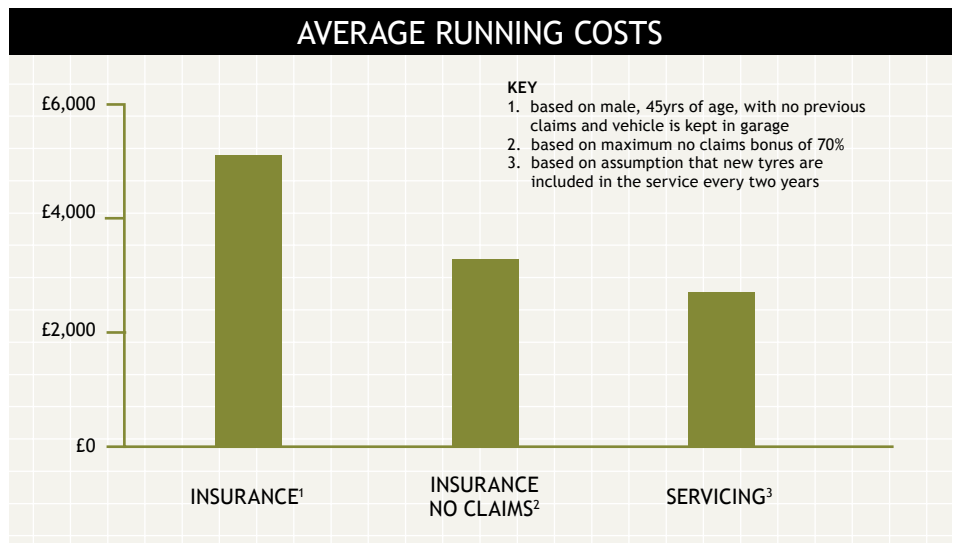
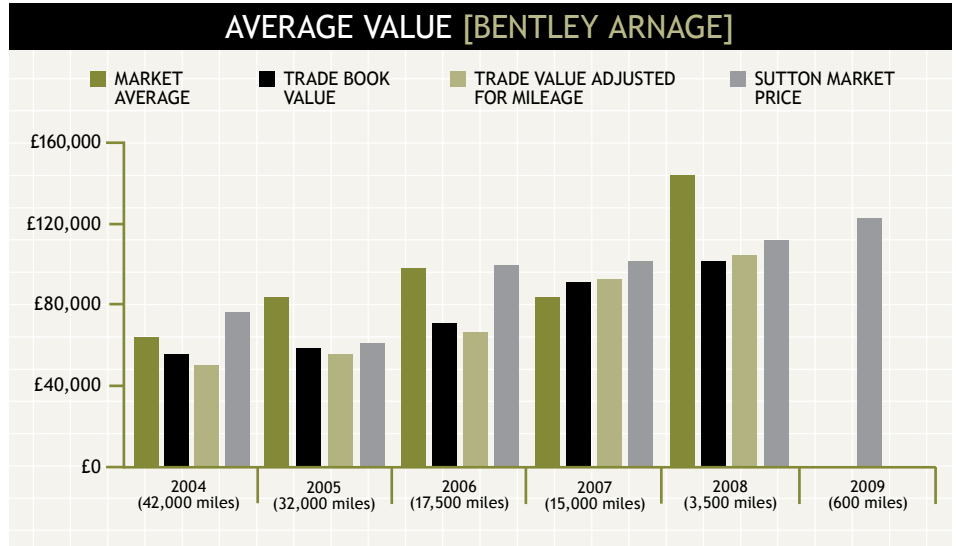


and thrived alongside the far newer Flying Spur four-door saloon. It is an 'old money' statement, which appeals to captains of industry, entrepreneurs and self-made men in equal measure. Many buyers have one of these alongside a Ferrari, rather than instead of.

VALUES

I find there is lots of interest for clean Arnages, mainly in the £60k-£100k price range. You can buy a low mileage 2004 Arnage from between £55k-£60k. Asking prices are much higher than this, but there is no need to over pay.

Two year old Arnages are now available for under £100k. That's half of the new cost, and only £15k less than a new Flying Spur, but this is a better defined proposition that has much more presence. Such 2007 models really do represent strong buys. There is also less choice on the market as the late low mileage ones at the right money are being snapped up quickly.



“2007 MODELS REALLY DO REPRESENT STRONG BUYS...”



BENTLEY AZURE



**CLIVE SUTTON
MARKET PRICE
FROM £135,000
(TYPICAL 2006 MODEL,
6,000 MILES)**

As for the Arnage's two-door convertible bedfellow, some buyers get a little confused by the Azure. That's because it was sold in the late 1990s, and then ceased production in 2003, only to return in 2006. It's the later cars I'm looking at here - and they really are quite special motor cars.

Less dynamically capable than the GTC, the Azure nevertheless offers the wafty V8 with a magic carpet ride. Old-fashioned and boat-like, from a bygone era, that the Azure delivers a level of exclusivity and style from a vehicle of such bulk, is a feat.

These 'phase 2' cars are based on the chassis of the Arnage, which brings the 450bhp twin-turbo version of the famous V8 engine. They

benefitted from much re-engineering to Volkswagen standards, and of course show an extremely high standard of finish.

The latest variant is the 2009 Azure T, offering the 500bhp motor and 20-inch wheels. The Azure T also comes with an option for the largest brake discs in the world made for a passenger car, finished in carbon/ceramic and cross-drilled. It's a very special motor car.

There are only ever a handful of these cars out in the market place, such is its exclusivity, but they still have a fiercely loyal and strong following. Because, other than the Phantom Drophead there's nothing like it, people really are committed to the car. It's the signature four-seater convertible for trips to the French Riviera!

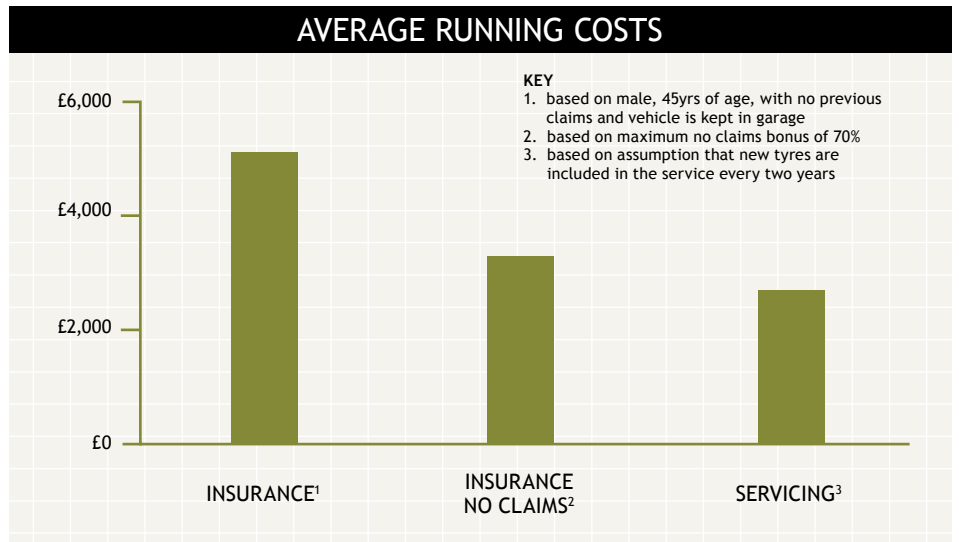
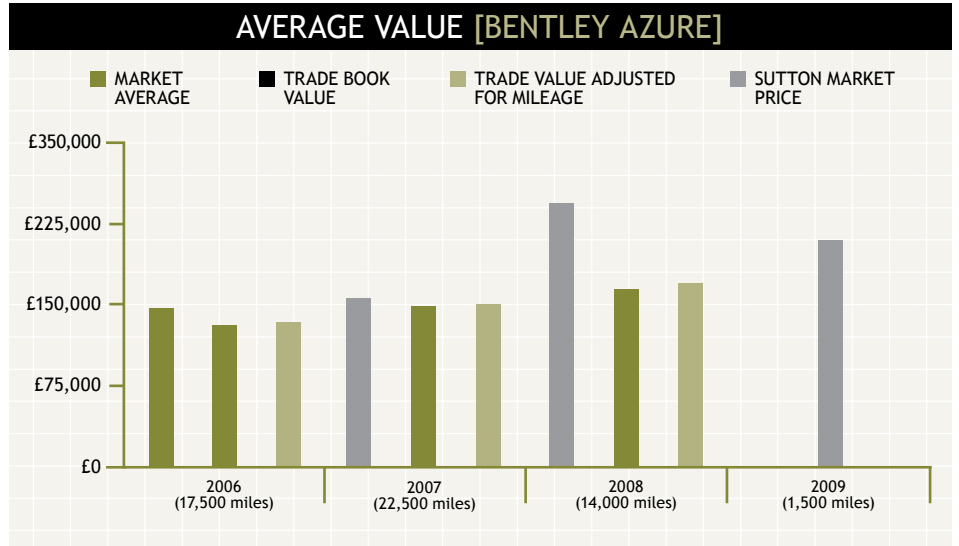
Even now, you still need to be spending £135k-£140k to get a three year old model. This makes it around twice the price of a Bentley Continental GT of the same age, and circa £40k more than a Ferrari 612 Scaglietti. By and large, an Azure will cost you £40k more than a similar age Arnage.

For those who find even this not quite exclusive enough, Bentley also offers the Brooklands coupé. A 'snip' at £225,000 when new, it boasts a fearsome 530bhp, and a staggering torque figure of 1050Nm. Bentley has committed to build no more than 550 during the car's lifetime. Exclusivity and an 'experience' guaranteed.



WHAT TO LOOK FOR

- Although only now available as a derivative in its own right, specially ordered Mulliner features enhanced desirability of the hand-crafted interior
- Bentley didn't help itself on the Azure, by changing the automatic gearbox a year after launch. The first cars were four-speed models, but after a year, this was superseded by the much superior ZF six-speed. Pre-2007 cars had the four-speed and the market prices them downwards accordingly
- Small numbers in the market place mean prices can be a bit fickle. It only takes one car priced a bit out the ordinary to set the average prices out



“THE AZURE T ALSO COMES WITH AN OPTION FOR THE LARGEST BRAKE DISCS IN THE WORLD...”



BENTLEY CONTINENTAL GT



**CLIVE SUTTON
MARKET PRICE
FROM £47,000
(TYPICAL 2004 MODEL,
32,000 MILES)**

The Bentley Continental GT is one of the most dependable supercars you can buy. It has huge performance from the W12 engine, yet superb components and build means it easily absorbs the high mileage owners put on it. Seeing cars that have covered many miles is not uncommon, and reflects its easy drivability and dependability.

Early Continental GTs are now down to below £50k - this is bang on the money and, coincidentally, almost level pegging with the Aston Martin DB9. This trend continues through the years, too, which is entirely in line with what this car is. It's Bentley's alternative to the DB9, and buyers of one often consider the other, too.

Lower mileage Continental GTs do

tend to hold their values much better. In fact, these have hardened up over the past few months, as many buyers have switched from buying new to used. The stock of available new cars has reduced considerably as heavy discounting has launched most into the market. The company realises that a short term sales benefit could have longer term implications in erosion of values and consumer appetite to order new ones.

The Speed version, which arrived in 2007, is a very worthwhile addition to the range. The standard car is hardly slow - it's still a 6.0-litre W12 model, after all - but the Speed gives just that little bit extra, both visually and on the road, with steering and handling tweaks, without costing a fortune to buy. Bentley has been much smarter here than Aston Martin, which priced itself out of the market with the DB9-based DBS.

Bentley has benefited from the VW/Audi DNA. While some people criticise the instruments for looking too VW Group, and the model sharing a few buttons, it hasn't proven detrimental to the car in service. They're solid, reliable, well made parts, and give the car a Teutonic feel that Aston Martin lacks. They're also extremely reliable.

Indeed, I'd go further, and say high-mileage Continental GTs are something you really shouldn't fear. So long as they're properly serviced, there's not a single reason not to buy because of high mileage.



VALUES

It is interesting how closely prices of the GT mirror the Aston Martin DB9. These two cars are natural competitors with prices for early cars down to, in my view, mid to late £40k's. This is some way shy of advertised prices of 2004 cars - to me, that reflects a bit of naivety in the market.

Just because cars are being advertised at that price does not mean they're being sold for that... there is a big disparity between advertised prices and trade guide prices, which car buyers should be aware of! As ever, cars are offered for sale in a variety of service conditions. We have seen some cars offered that have been recently serviced, but still have a number of reported and unauthorised repairs outstanding.

I value a three year old Continental GT at around £60k. At this price, car buyers will have ample choice in the crucial sub-£70k market place. There is no shortage of Continental GTs out there to choose from, but the low mileage examples are getting harder to find.

The standard Bentley colour palette is very good. You're safe with most blues, blacks, silvers and greys - so long as you have the right interior. I always stress to buyers that they consider this carefully. Certain external greens and internal

reds need to be approached with care! As a rule, a dark exterior works well with light interior, and vice versa.

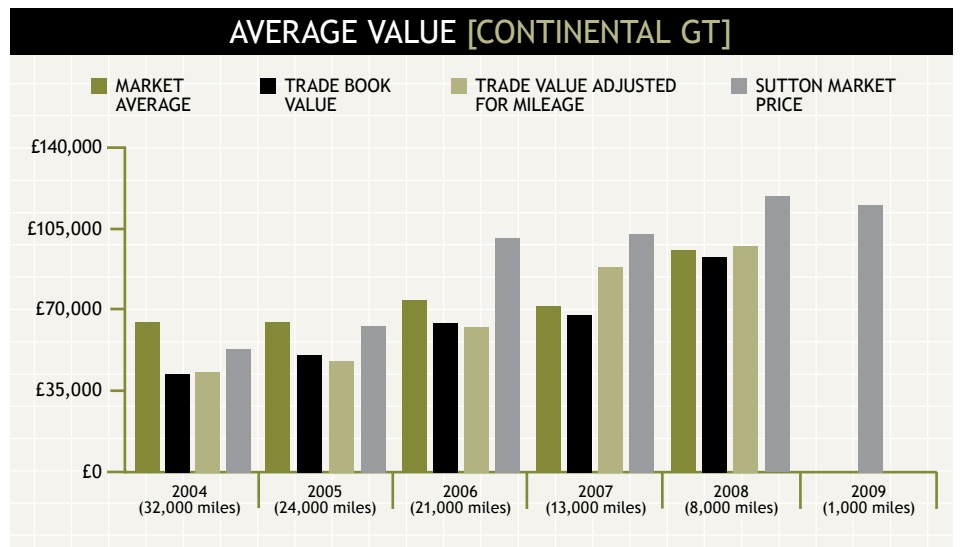
The interior is offered with a choice of colour for both the main and secondary hides (secondary means the top stripes of the door panels, the rear shelf, centre console and the dash top). This defaults to a colour that tones with the exterior. Some people have chosen the same colour for both, and this can be over-powering. Also, beware of cars with light coloured dash tops. This can reflect into the windscreen on sunny days.

Bentley also offers a wide selection of interior wood veneer finishes. Safe traditional dark burr walnut finishes provide the traditional feeling of opulence. A modern meaner look is

offered with the piano black lacquer and aluminium dash options, but these only work well with contemporary Teutonic colours. There are also some 'off the wall' veneer options, such as elm burr and even mahogany, which look yellow and red... and are not popular.

Really, prices reflect common sense. This is something that's true for all cars in this sector and price bracket. You CAN be brave, but if you want to be, you'll have to pay.

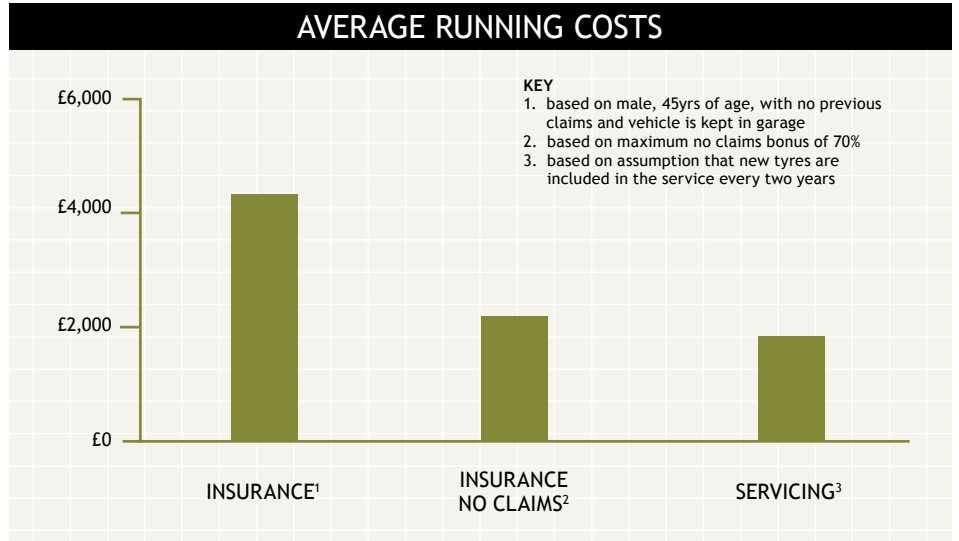
If buyers tell me they really do want to stand out, but aren't quite brave enough to go for something too crazy, I tell them to go for white. It's something of an 'in' colour at the moment, and usually has the desired effect and 'wow' factor...





THINGS TO CONSIDER

- Bentley recalled thousands of 2004-2008 Continental GTs. It was found road salt could corrode the fuel filter, which would eventually cause it to leak - a dangerous fault, that Bentley fixed from June 2008
- Low tyre pressure sensors can flash erroneous warning lights. This is due to faulty tyre valves
- Airbag warning lights can flash, because of a faulty driver's airbag squib
- Dead leaves can fill the front scuttle panel, blocking it, and causing the bulkhead to fill with water
- Continental GT insurance averages out a little below a Porsche - this could be a factor in affordability considerations for buyers of early sub-£50k cars
- The car's dependability is reflected by a reasonable servicing cost.



“THE STANDARD BENTLEY COLOUR PALETTE IS VERY GOOD. YOU’RE SAFE WITH MOST BLUES, BLACKS, SILVERS AND GREYS...”



BENTLEY CONTINENTAL GTC



**CLIVE SUTTON
MARKET PRICE
FROM £75,000
(TYPICAL 2006 MODEL,
19,000 MILES)**

The popular drop-top Continental GTC is a very credible alternative to the GT Coupé. The GTC is surprisingly more practical than the Coupé. When people tell me they'll be wanting to carry a third or fourth person regularly, I advise them to go for the GTC. That's because the hard-top has the centre console extended between the rear seats. The GTC doesn't have this, so gives people more space to spread out.

More people buy GTCs as weekend cars, so the mileages tend to be that bit lower than for the GTs. The market factors this into valuations

- I certainly have with the cars I've looked at here. But I still would have nothing to fear from a higher mileage GTC, such is the integrity of the car - so long as it was reflected in the price. Currently, the price decreases by about £10k for 10,000 miles more on the clock.

The Speed model is very important for Bentley, particularly with the GTC. Why? Two main reasons are a trade up opportunity for existing GTC drivers, and the imminent arrival of the Ferrari California. This model is likely to set a new benchmark in the sector - and its natural competitors are clearly going to be the Aston Martin DBS Volante and the GTC Speed.

Of the two, the Speed version of the GTC is a more clear-cut alternative; again, the DBS is simply too expensive to be taken seriously at £20k more than the Ferrari's market-defining price.

I'd imagine GTC buyers will be very tempted indeed by the Ferrari; with the Speed, Bentley may just have done enough to keep them in the brand. Remember too, it has those commodious rear seats; in this respect, the Aston and Ferrari are more restricted.

Bentley also has a very well developed personalisation service. This is particularly relevant for open-top cars, where owners may be more tempted to indulge.



VALUES

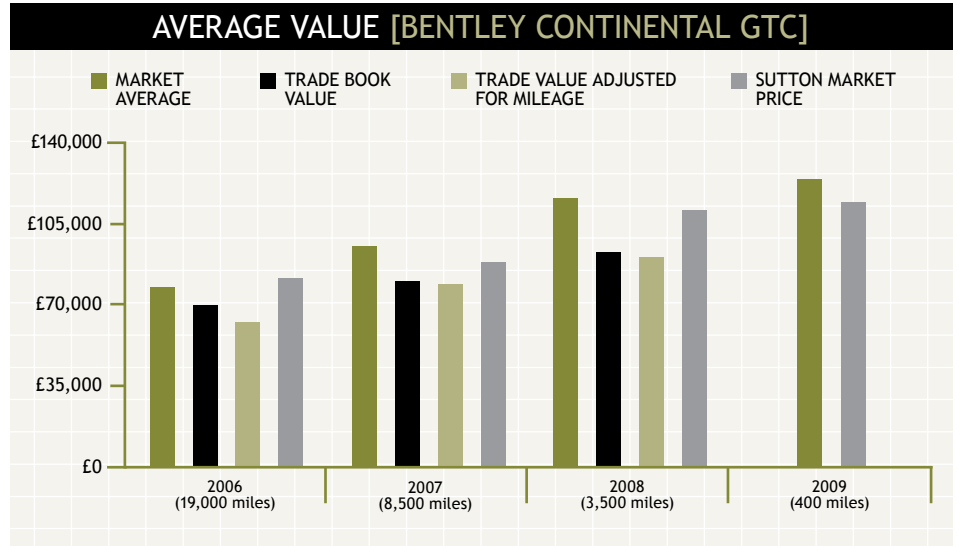
I say you can get a 2006 GTC for £75k - this is perfectly in line with what advertisers are asking in the market place. It's also edging closer to the all-important £70k barrier, bringing it into the reach of many more buyers. Simply put, more people will start to consider it a viability. With summer upon us, and the availability of cars thinning out, I can see these going up in value over the next few months.

The first GTCs were bought by early adopters. These will naturally have higher mileages. Indeed, we see this in our researched values. There's a big decline in annual mileages as you move into newer cars. That's because later cars tend to be bought as second, 'weekend' cars instead so naturally get driven less.

A popular colour that really sold well on the GTC was Silver Lake. This is the 'brochure' colour, seen in all the original release material, and works superbly on the GTC. Mind you, the standard Bentley colour palette is very good. You're safe with most blues (such as Sapphire Blue), blacks, silvers and greys - so long as you have the right interior. I always stress to buyers that they consider this carefully! Certain external greens and internal reds need to be approached with care.

As a rule, a dark exterior works well with a light interior, and vice versa.

The interior is offered with a choice of colour for both the main and secondary hides (secondary means the top stripes of the door panels, the rear shelf, centre console and the dash top). This defaults to a colour that tones with the exterior. Some people have chosen the same colour for both, and this can be overpowering. Also beware of cars with light coloured dash tops. This can reflect into



“A POPULAR COLOUR THAT REALLY SOLD WELL ON THE GTC WAS SILVER LAKE.”

the windscreen on sunny days...

Bentley also offers a wide selection interior wood veneer finishes. Safe traditional dark walnut and burr finishes provide the traditional feeling of opulence. A modern meaner look is offered with the piano black lacquer and aluminium dash options, but these only work well with contemporary Teutonic colours. There are also some 'off the wall' veneer options, such as elm burr and even mahogany, which look yellow and red... and are not popular.

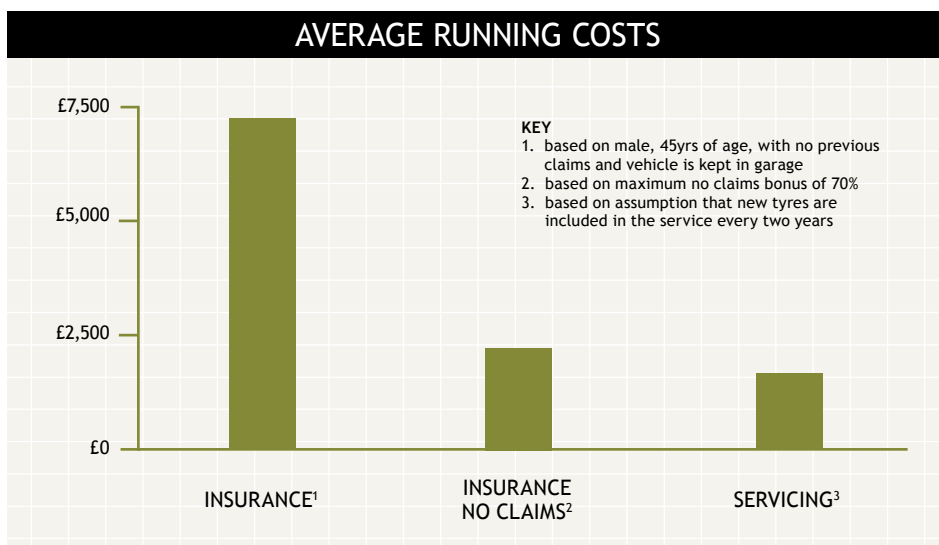
On the GTC, brighter (but still subtle) metallics tend to be seen more frequently, again a reflection of the car's more leisure-orientated use. Also a wise choice of hood colours allows matching with exterior colours.

The brave out there will go for white; with a good set of wheels, this is a reasonably safe choice in the current market - but buyers should remember that tastes and fashion can change...



THINGS TO CONSIDER

- Bentley recalled thousands of 2005-2008 Continental GTCs. It was found road salt could corrode the fuel filter, which would eventually cause it to leak - a dangerous fault, that Bentley fixed from June 2008
- Low tyre pressure sensors can flash erroneous warning lights. This is due to faulty tyre valves
- Airbag warning lights can flash, because of a faulty driver's airbag squib
- Dead leaves can fill the front scuttle panel, blocking it, and causing the bulkhead to fill with water
- The roof position sensors can be faulty, leading to problematic electric roof operation.
- The GTC costs significantly more to insure than the GT Coupé. This is due to the profile of buyer, the cars' intended use, and also the greater vandalism threat and cost of repairing the roof





BENTLEY CONTINENTAL FLYING SPUR



**CLIVE SUTTON
MARKET PRICE
FROM £50,000
(TYPICAL 2005 MODEL,
27,000 MILES)**

The Flying Spur struggled a little at launch. Looking a lot like a large Rover 800 didn't help. But, I must be fair; the market has grown to like it over the years, as it does a very good all-round job.

It draws heavily from the Continental GT and GTC, and shares the same W12 engine. This gives it effortless pace, boosted by the addition of the 600bhp Speed version. There has been less take up of the Speed variants here, as sales have not reached the high percentage of new model mix seen on, say the GT Coupé.

What the Flying Spur lacks is the smoothly wafting ride of the Arnage - its Teutonic, controlled composure is not really what buyers expect from this type of Bentley. Early cars also suffered a bit too much road noise in

the back, although the latest models have rectified this.

They also offer greater personalisation inside and out, that the more traditional coach built Bentleys do so well with such items as rear picnic tables. There are also core coachbuilder options on the list, such as two-tone paint, rear electric seats and refrigerated bottle coolers.

VALUES

Used Flying Spurs can now be bought for south of £50k. Believe me, this is an exceptional buy. Unbelievably you can now embrace the Bentley brand for the same cost as a Jaguar Sovereign or a BMW 7 series. In fact many buyers looking at these cars, or the new BMW 7 Series, Mercedes S-Class or Audi A8 are surprised that a good used Bentley Flying Spur could also be theirs for similar money. This is when the car really starts to appeal.

It's more of a functional car rather than a traditional Bentley 'statement', but in terms of value for money, such second hand models take some beating. It's the Bentley that also makes an elegant, rational choice, too.

A year-old car can be purchased from just under £100k. This will get car buyers one of the first face lifted models, with the quieter rear cabin and greater personalisation. The latest cars have extensive options for Naim hi-fi systems, rear seat DVD/TV and three different rear seating configurations. These could



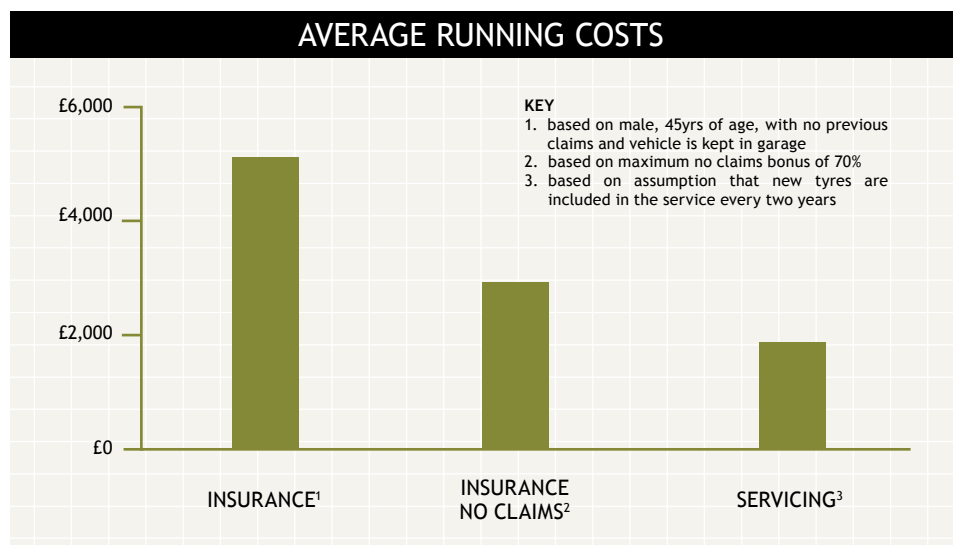
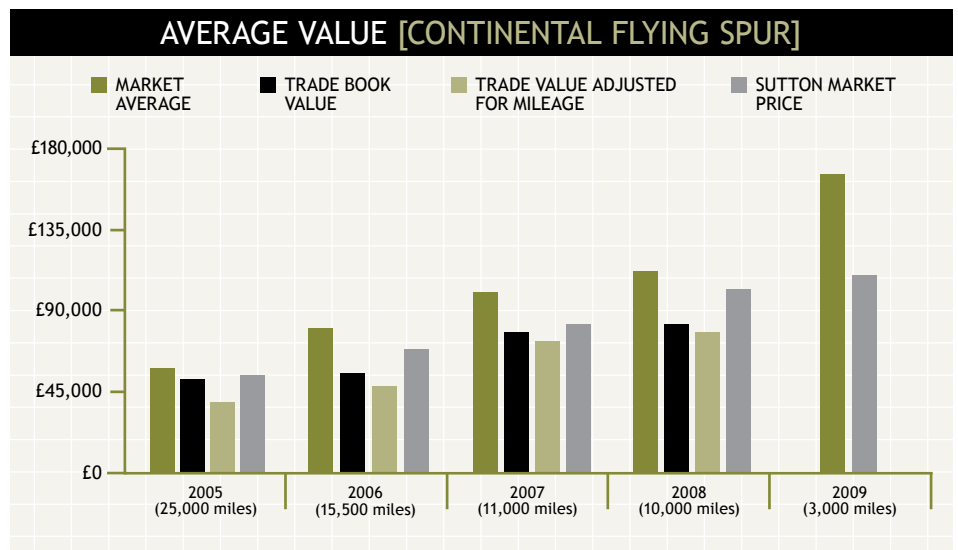
be considered alongside a three year old Arnage, but buyers are unlikely to do this. They appeal to different sectors.

A more relevant comparison is to look at Flying Spur prices alongside Continental GT values. They're very similar across the years - and a Flying Spur is more likely to be considered by the Continental GT buyer seeking extra practicality, passenger room and boot space.

The advice I have given for the Continental GT as far as colour and trim choices is completely applicable for the Flying Spur too.

THINGS TO CONSIDER

- Low tyre pressure sensors can flash erroneous warning lights. This is due to faulty tyre valves
- Airbag warning lights can flash, because of a faulty driver's airbag squib
- Dead leaves can fill the front scuttle panel, blocking it, and causing the bulkhead to fill with water
- Cars can have four-seater option which is expensive when new, but not practical if you need a full five-seater
- Look into the car's history as a number of Flying Spurs are used as chauffeur driven and privately owned examples are more desirable





FERRARI F430 COUPÉ AND SPIDER



**CLIVE SUTTON
MARKET PRICE
FROM £75,000
(TYPICAL 2005 MODEL,
10,000 MILES)**

The Ferrari 360 was the first real 'no excuses' Ferrari - one that could work in everyday driving conditions, without punishing the owner or costing them a fortune. The F430 really does take this yet another step forwards. Like the 360, the F430 is aluminium bodied, but fitted with the 4.3-litre V8 engine producing 483bhp.

They handle exceptionally well. It's like sitting in a big go-kart, with the traditional F1 inspired mid-engined layout. The rear wheel drive chassis has a clever electronic differential, which distributes the power to where it is most required. With accurate steering and exceptional brakes, the F430 also has a surprisingly civilized ride on all but very bumpy roads.

The F1 transmission is worth focusing on. It's not like the full autos some buyers are used to, and

demands some concentration. It has, however, virtually usurped the manual model in terms of sales splits. The six-speed self-shifter remains a compelling option for those seeking ultimate involvement - the change is exceptionally tactile and precise, the open-gate gearlever famous, but nowadays, most prefer the F1 shift's convenience.

The special race-bred 430 Scuderia may have no carpets and exposed weld seams, but it also has an amazing F1 gearbox Superfast 2. The shift speed is lightning fast - really, this incredible 'box' should be the default set up for ALL F430s. It is a pointer of what we can look forward to with future models...

In terms of road status, the Ferrari is a substantial move on, even from a Porsche. Mind you, as I tell car buyers, it's not really a daily driver, certainly not ideal for London traffic.

The Ferrari F430 has two mid-engined competitors, in the Lamborghini Gallardo (at a similar price point) and the Audi R8 (at around 70 per cent of the Ferrari's new cost). That's not forgetting the now-discontinued Ford GT which, even with left hand drive, has a renewed following.

But NO other car offers the sense of occasion a Ferrari does. And no other car sounds quite like an F430. The noise it makes is a massive part of the appeal.

Red remains THE colour for sports Ferraris. More recently, black or Nero as it is more correctly named, has proven popular too, while metallic mid-grey is also very nice. As for yellow - well, put it this way. I'd never



put my money into it... I would with a yellow Lamborghini, but not a Ferrari.

The Spider convertible version is only marginally slower and, other than a predictable small amount of scuttle shake and a slightly softer chassis, is virtually the same drive. The hood takes about 20 seconds to go down, and it is fully automatic.

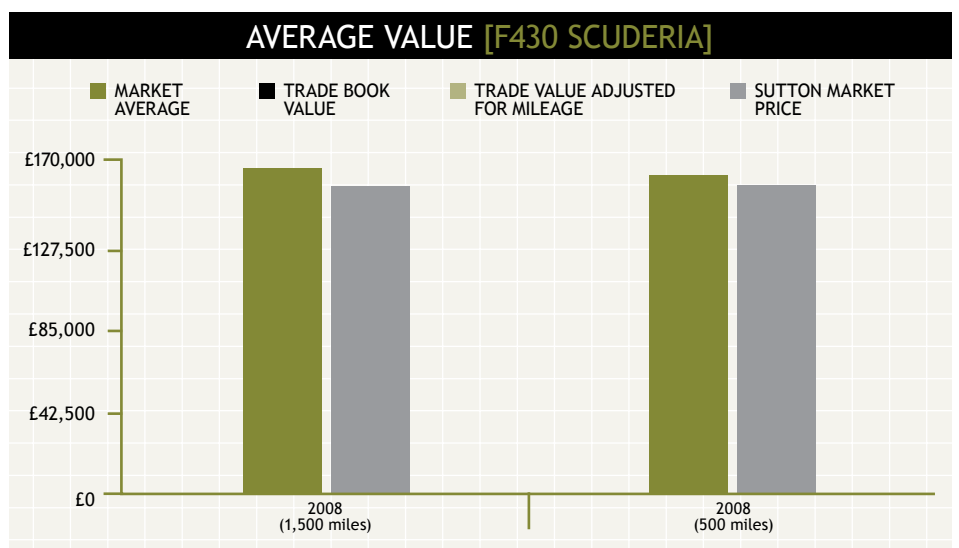
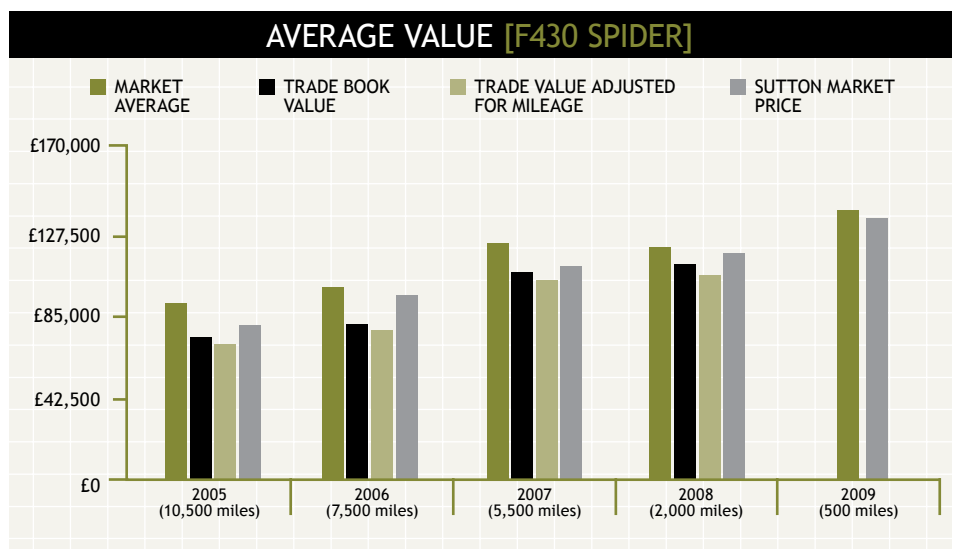
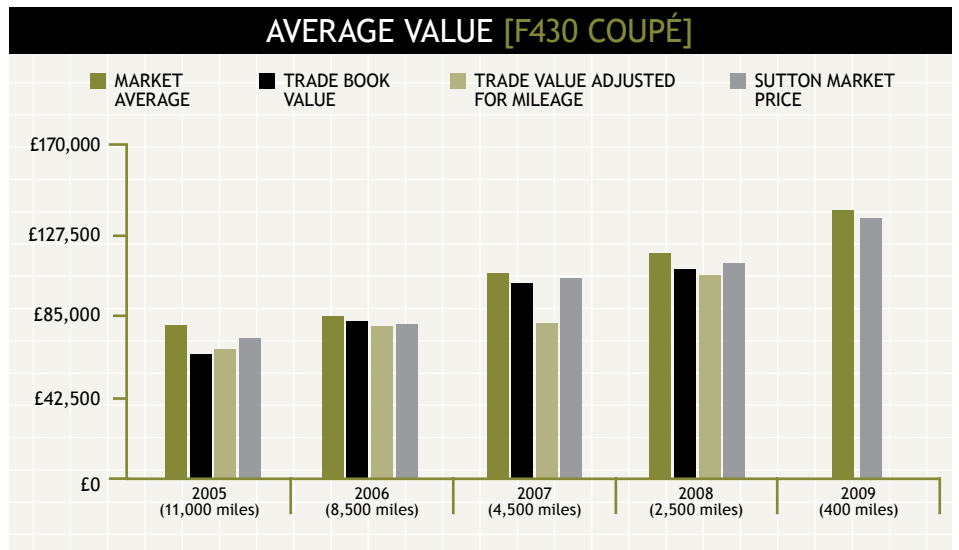
There's a distinct market split between Coupés and Spiders. The Spider is more for the extrovert, and tends to be bought by buyers coming to Ferrari for the first time. The Modena Coupé is, I reckon, the one with the purer lines, and is the more classical looker.

As the Ferrari F430 model line draws to the last production months, the market anticipates the replacement F450 at the Frankfurt show. However the opportunity for serial new Ferrari buyers to flip cars every nine to 12 months without material depreciation has almost certainly gone. Ferrari are generally masters at managing supply behind demand, hence the fact that most new Ferraris enter the market at premium prices. This is currently the case with the new California.

Even a few Scuderias, much in demand only last year, can be found sitting at dealers. Indeed, I can now supply UNDER list price. And I certainly couldn't have done this last year.

What's a wise buy, then? Well, it's a long-term thing, but I'd say buy a Scuderia... and put it safely away! It's a guaranteed future classic. Only if you can afford to, of course...

Although somewhat pointless in terms of the race car, for sheer exclusivity, the 430 Scuderia 16M is a limited edition convertible version of the Scuderia Coupé. Limited to 499 cars worldwide, and with only 39 right hand drive cars for the UK market, the 16M is set to become a future classic. However, one that requires a £200k plus investment now!





VALUES

Early F430 prices are edging closer to the magic £70k mark. These cars will be showing around 11,000 miles on the clock. That's over half what you'd expect from a comparable Porsche, while a same-year Bentley will have covered three times as many miles.

You shouldn't necessarily fear higher-mileage F430s. There are less of these around. Just make the necessary price adjustments. And, with any model you're looking at, always get a full technical report.

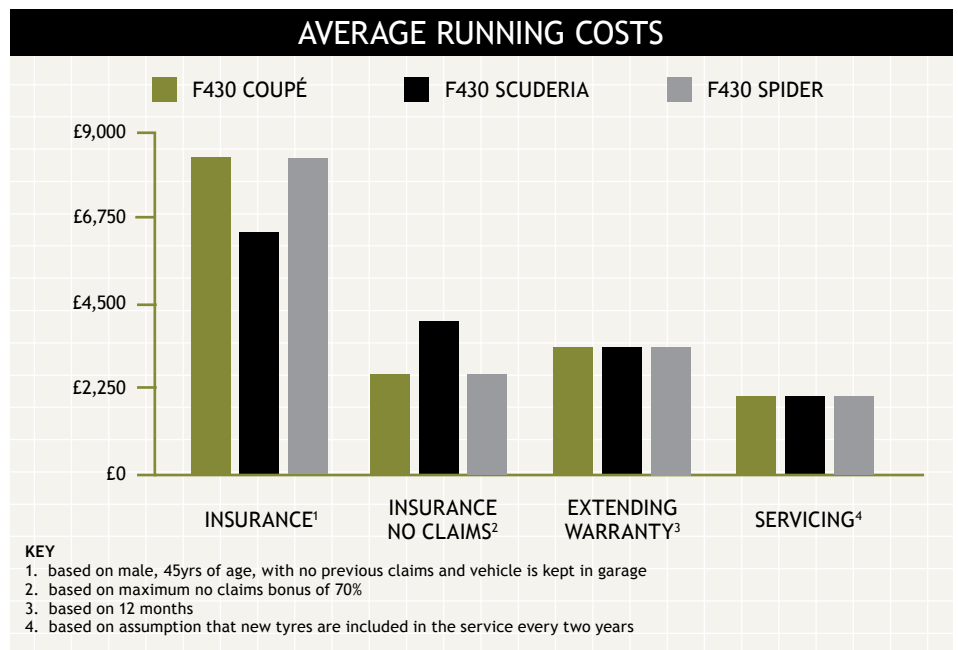
Coupé buyers seem a bit more optimistic in their pricing than Spider buyers. Perhaps they're looking at the open car and not realising the gap is as large as it is. This means you should weigh up values carefully when you're searching for used cars - using my Clive Sutton Market Price as your benchmark.

The Spider also costs more when new, which will always be partly reflected in the second hand price.

I always remind buyers that these cars really need exercise. They demand to be driven. A number of owners do track days, and actually have an extra set of wheels and tyres dedicated to these. There are number of companies that arrange track days, not least the manufacturer itself. If you are principally an urban driver, there is no better way to engage with the potential of a Ferrari than on a track.

For me, that's why the Scuderia is the way it is - that bit rarer, more stripped out and special.

You can mark down cars that lack expected options. These include the Scuderia front wing shields, while optional Daytona electric seats are more popular than the bucket-like sports seats. You can even get a road-legal road cage - believe me, there is demand for cars with this feature! Racing harnesses can be specified in



lieu of seat belts, but restrict reach to some of the central controls.

Asking prices are more realistic for the more modern versions. A 2007 Modena coupé can easily be found for under £100k, which suddenly is a very tempting buy indeed. Even two year old Spiders are now available at around the £100k price point.

THINGS TO CONSIDER

- 2005-2007 F430 Spiders were recalled, to replace convertible top hydraulic hoses that could crack due to engine heat. Fluid leakage would cause the dashboard warning light to flash - but, if untreated, could result in fluid leaking onto the engine, causing a fire. Cars were recalled from March 2009
- Manual models were recalled to fix a problem with the clutch pump,

which could lead to fluid leakage. Ferrari franchised dealers repaired the fault from early 2007

- Dents or scrapes can be expensive to repair on the aluminium panels
- Worn out clutches in F1 transmissions are usually caused by people wrongly trying to drive in auto mode as a fully automatic car
- Multiple owners on V5 caused by 'cloak and dagger' re-sales, where the original owner has sold the car on delivery and does not want to be seen to have sold it on in case he/she is 'out of favour' with Ferrari. The market suffers, as it is not uncommon for a three year old car to have five or six recorded keepers
- Check length of warranty on 2007 cars as the new car warranty increased from three to four years from around March 2007

“...NO OTHER CAR OFFERS THE SENSE OF OCCASION A FERRARI DOES...”



FERRARI 599 GTB FIORANO



**CLIVE SUTTON
MARKET PRICE
FROM £160,000
(TYPICAL 2006 MODEL,
3,000 MILES)**

The 599 GTB Fiorano is one of the best ever GT supercars. Brilliantly engineered, stonkingly quick, it's even fitted with a detuned version of the famed 6.0 litre V12 Enzo engine. This produces a staggering 620 bhp. The 0 to 60 time of 3.7 seconds is about the fastest of any production car.

The 599 is a strict two-seater, sharing the same aluminium chassis as the 612.

It is important to note, though, that the F1 shift was much improved in the 599.

It was introduced to replace the mighty 575M Maranello, and was unveiled in 2006. The '599' refers to the engine's total displacement, and that fantastic engine power output makes it Ferrari's most powerful series model ever.

It is the brand's two-seat flagship,

and has long been in demand: even Cristiano Ronaldo drove one - well, he did, until he famously crashed it...

More recently, Ferrari has developed a 'Handling GT Evoluzione' upgrade package. This new chassis setup is stiffer and sportier, with new hi-tech tyres fitted to a stand-out design of 20-inch alloy wheels.

The exhaust is louder and even more beguiling; the interior is finished in carbonfibre, and the gearbox was improved yet again, with faster shift times and a smoother action. In all, it's a fantastic car, and will be in much demand.

All this means the 599 GTB Fiorano is a good second hand buy. With prices from £150k for low mileage early cars, these do represent great value when you consider that most of these cars changed hands for up to £270k when new. With the premium market history, a 2009 Ferrari 599 GTB can be had for around £200k - that is list price minus £25k rather than list plus £25k.

As our research into service prices reveal, servicing these models needn't be too onerous, either. It's insurance that's the biggie! It's twice the price of a Bentley Continental GT...

A quick word on the Ferrari California: this is set to be a BIG hit. New, it costs £145k though early examples will sell for up to £170k. Meanwhile, the competitor Aston Martin's DBS Volante, with a list of £170k will struggle to fetch that level in the market place. It will be interesting to see how many traditional Ferrari buyers go for this new model. I suspect the California



with its additional four-seat capacity and clever folding hard-top roof will attract more new blood. For my money, I would have a used F599 any day.

VALUES

For two years of the 599's life, the cars attracted a premium, as demand well outstripped supply. Only since last April/May did the market slow for the 599, as the credit crunch took hold.

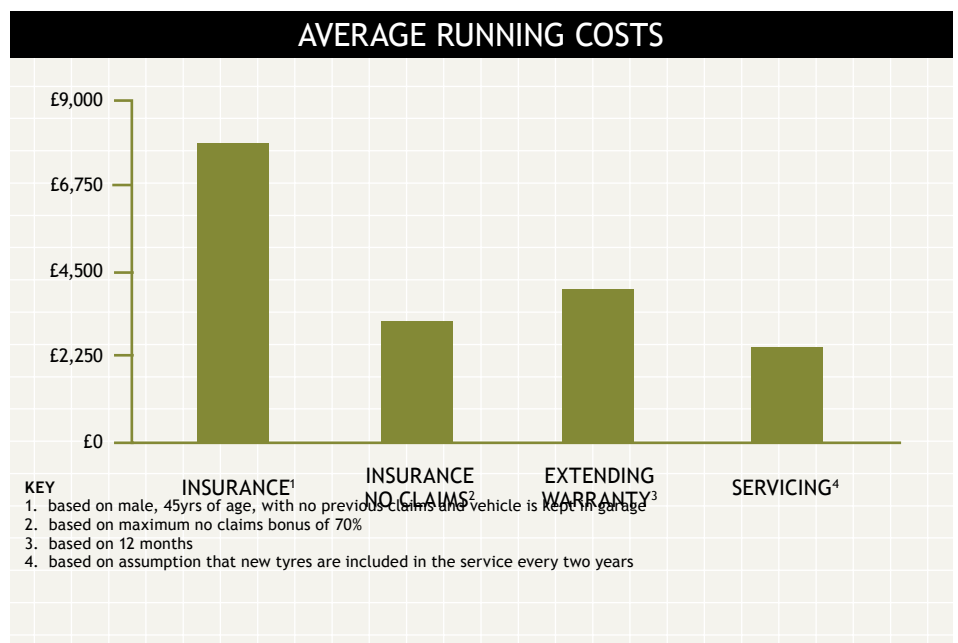
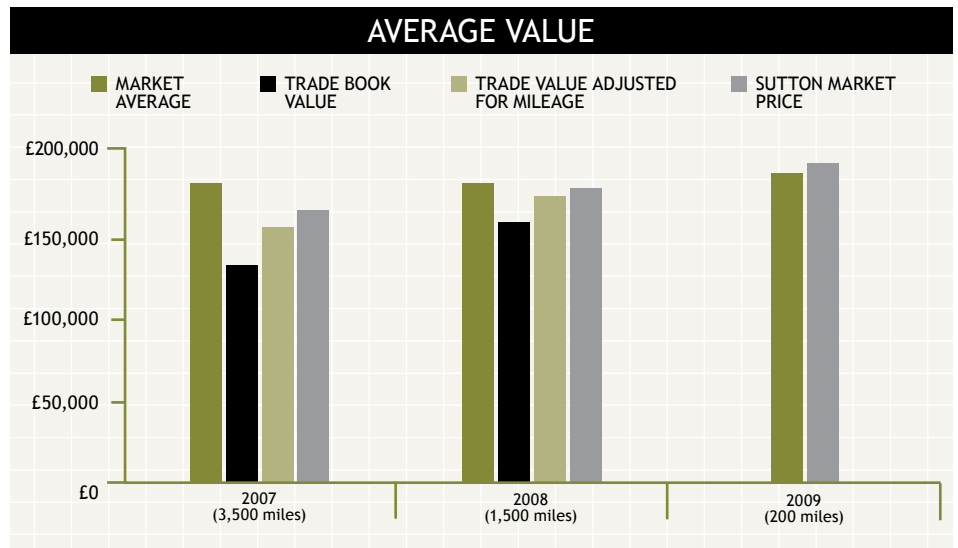
Now, new cars are more readily available, as there have been a few cancellations. With new stock cars disappearing, the order pattern will revert to lead time, although it's unlikely to be as long as in the beginning of the car's life.

Looking at 599 GTB Fioranos last year, an early car was on offer for around £135-£140k - perfect money, perfect car. Prices have hardened now meaning my Market Price is from around £160k. It's serious cash, but this is a serious 'Level 2' car, whose profile has been raised by all the stars and celebrities that are driving around in one at the moment.

As mentioned, when it comes to servicing and running costs, buyers shouldn't fear Ferrari when under the manufacturer's warranty. The brand is much more affordable in this respect than many think. Porsches are notorious for being relatively affordable in their first few years but come with a measly two year warranty. Ferrari in contrast, provides double the warranty and has, by supercar standards, relatively sensible maintenance costs.

THINGS TO CONSIDER

- All cars from January 2008 should have carbon ceramic brakes, which were previously a compulsory cost option on all UK cars



- Watch out for sports seats and driving harnesses. OK if you are planning a track visit, but otherwise the Daytona seats are most comfortable
- Check the options:
 - F1 Superfast gearbox is £5k, but a must have
 - Rear parking sensors again are optional
- The LED steering wheel is very cool and a must have option
- Optional Monolithic 20" rims are also a must have
- Check length of warranty on 2007 cars as the new car warranty increased from three to four years from around March 2007



FERRARI 612 SCAGLIETTI



**CLIVE SUTTON
MARKET PRICE
FROM £75,000
(TYPICAL 2004 MODEL,
25,000 MILES)**

The 612 Scaglietti is one of my all-time favourites. From the space inside, the extra room in the back, the way it genuinely provides full four-seater capacity... well, it's just an extremely well rounded motor car. The blend of performance with luxury enables it to do so much, so very well indeed. Mind you, the boot, although ample compared to other Ferraris, is woefully small for four people.

When it was launched in 2004, it proved to be a more controversial design than its predecessor, the 456GT, which was a beautiful and much admired Ferrari. The 612, though, is a big step forward in terms of quality. The 5.7-litre V12 engine is surprisingly refined and produces 540bhp.

A lot of the controversy surrounded its size; the Scaglietti is significantly

larger than the 456M it replaced, though the obvious benefits here are all that extra passenger space. Indeed, this helped Ferrari broaden the market for this machine, with its newfound GT credentials helping more people justify it.

The Scaglietti is produced entirely from aluminium, which means it is relatively lightweight for such a commodious four-seater. This helps handling agility no end, with the 612 offering a good drive that fully lives up to the Ferrari ideal, particularly in later versions. Performance from the mighty V12 is also substantial: it can top 195mph, and accelerates to 60mph in just 4.0 seconds.

Typically for Ferrari, both six-speed manual and semi-automatic F1 shift gearboxes are available; the latter by far outsells the former. A regular automatic is unavailable.

Drivers can be a bit disappointed by the F1 semi-auto gearbox in the 612. They expect a full auto, with torque convertor, but the F1 is different. Basically, it can roll back on hills! I know of at least two accidents caused by drivers who have been caught out by this and, done just that. An expensive mistake caused simply because nobody taught them how to drive it!

From 2007, the F1 gearbox was improved, and the HGTS handling pack* made available. Both these really transform the car. Later in 2007, the big screen navigation and Bose sound system really complete the improvements, and make the 612 Scaglietti the ultimate four seater GT coupé.

* HGTS pack includes upgraded F1-S gearbox, upgraded exhaust and larger alloy wheels



Overall, it appeals to people who want a big, classic V12 coupé, but also want something a step beyond the Bentley Continental GT. It's a level above, say, an Aston Martin DB9. In terms of market position, only the Bentley Brooklands seeks to offer a four-seater coupé at a similar price, but of a completely different character. The now discontinued Aston Martin Vanquish was the most similar in this respect.

Surprisingly, sellers are a little less optimistic than the norm, with asking prices edging closer to £70k. Reflecting the early adopter status, earlier 612s have covered higher average mileages than later ones.

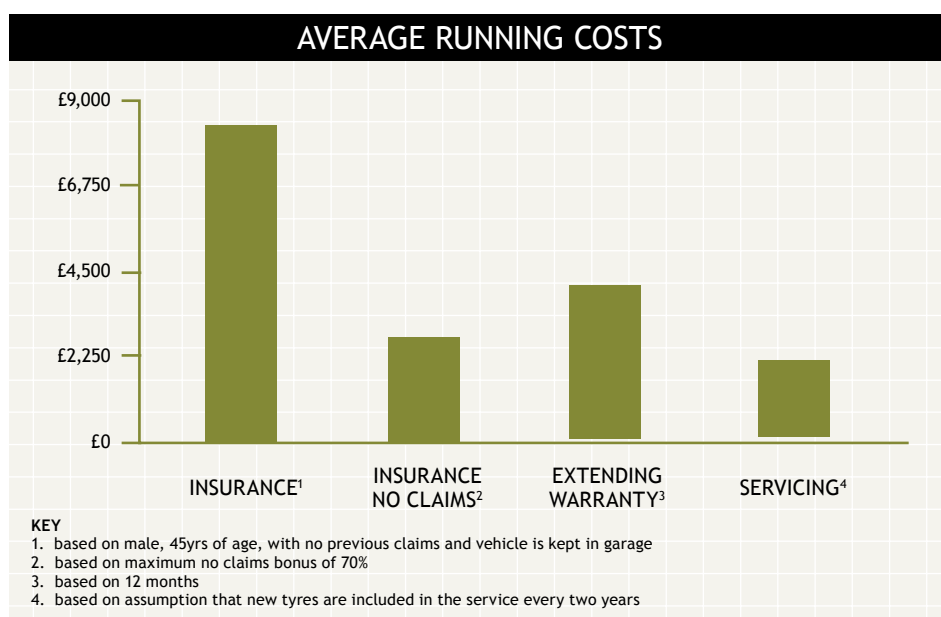
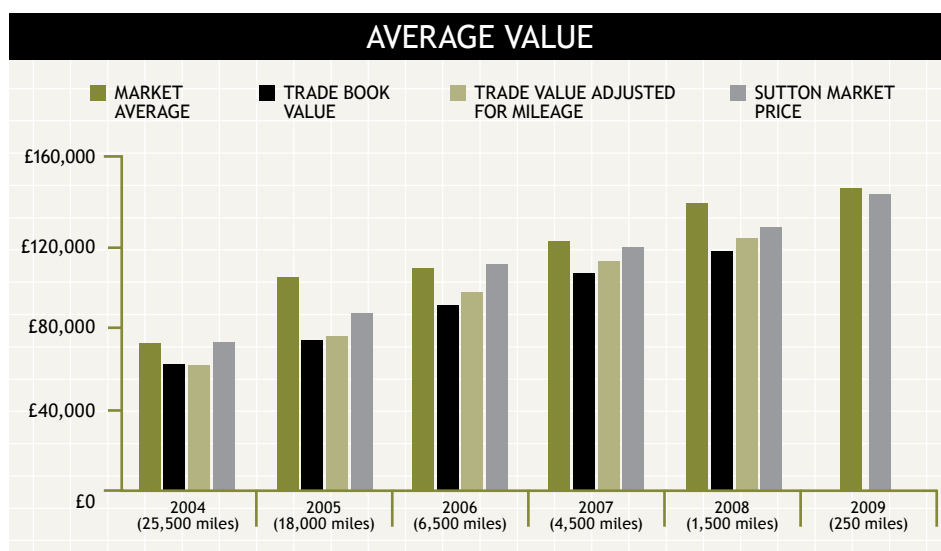
VALUES

A £75k, 2004, 612 Scaglietti will have around 25,000 miles on the clock - but, given how the cars we researched in this report are advertised sometimes below this, buyers could even get one for closer to £70k.

That would be a very attractive buy, bringing it into the reach of those who may otherwise be considering a slightly newer Bentley Continental GT. This also has the four-seat capacity, and would prove almost as practical but for the Bentley's larger boot.

With traditionally higher servicing costs for V12 models, Ferrari is also realistic in the rates it charges - and is even experimenting with service packages. This is where owners pay a set amount each month for servicing, rather than taking big annual hits. It's something I offer too at Clive Sutton, and is a sensible thing for owners to consider.

The big hit will be insurance. There's no avoiding this - Ferraris are Ferraris, and the insurance industry will always view them a certain way. They are higher-value cars that are more expensive to repair if damaged,



and are also much higher performance cars, even compared to a Bentley or a Porsche. They are serious drivers' machines, and will be driven as such - with all the inherent extra risk this brings.

THINGS TO CONSIDER

- 612 models with the F1 gearbox built between 2005-2007 were recalled. A faulty sensor could cause difficulties in engaging gears - a fault identified by a warning

light showing on the dashboard. The recall began from May 2008

- Ferraris are expensive to insure; this is both because there's more risk to them from vandals, and the type of driver they attract; 45-60 year olds, who perhaps don't have the experience of such a performance machine
- Check length of warranty on 2007 cars as the new car warranty increased from three to four years from around March 2007



PORSCHE 911



**CLIVE SUTTON
MARKET PRICE
FROM £32,000
(TYPICAL 2004 MODEL,
36,000 MILES)**

Porsche makes the most useable, practical supercars out there. If you're looking for the best day to day choice, you can't beat it.

The accommodation of a 911 is fantastic - my wife has one, and she has no problem fitting the kids in the back. The feel of the materials, the fit and finish, the solid slam of the doors all ooze class. It's this very quality that is bringing people back to the brand, after they switched into the first Aston Martin V8s. They want the feel of a 911 back - and only a 911 can provide that.

The Carrera Coupé is seen as the daily driver of the two models. It's so dependable, and this is why people willingly put so many miles on it. Porsches soak up anything you throw at them, and are simple to drive, manoeuvrable, good in traffic - they do it all.

Indeed, it's perfectly normal for Porsches to cover more than twice the annual mileage of say a Ferrari.

Disappointingly, the new car warranty offered by Porsche covers just two years. Even Ferrari offers four year warranties on new cars! With two year service intervals too, the running costs for the first two years are minimal... but after this, costs rise steeply with the purchase of a warranty and a major service...

There's not a huge difference in price and perception between Coupés and Convertibles. Later open-top cars are a few thousand more, but the gap is minimal for earlier 2004 models. On Convertibles hoods need be checked for rips as repairs are not always possible, meaning replacement is often the only option. Optional hard tops are useful to have, and transform the 911 for the winter into a tauter coupé.

Porsche was extremely smart with the Turbo. The 911(997) Turbo came along at the time when buyers who had switched from 911 to an Aston Martin V8 Vantage may have been looking for another car swap. Here was just the thing to switch their attention from Aston Martin back to Porsche, with a same-price alternative! It's the ultimate premium 911, with all the performance anyone could wish for.

The 911 is not perfect, though. The PCM navigation system is widely criticised, and rightly so. It's much too complicated to use. Also, Bluetooth was only available from last year's model - before then, it was a SIM card inserted into the dash. Really, who carries two SIM cards around with them? My wife is now driving an



£80k car with a £200 Parrot Bluetooth adaptor stuck into the dash... this just isn't acceptable.

This was rectified in 2008, when the fifth generation model was introduced. At last, Bluetooth was available, while the PCM navigation module became a touch-screen. This was much easier to use than the autocratic system of the previous model. Instrumentation was also improved.

These 2008 cars also had direct fuel injection, which made them even more fuel efficient. The economy of a Porsche is often a genuine surprise to many owners. These new engines were yet faster, too - really, any modern 911 offers a very high level of performance indeed.

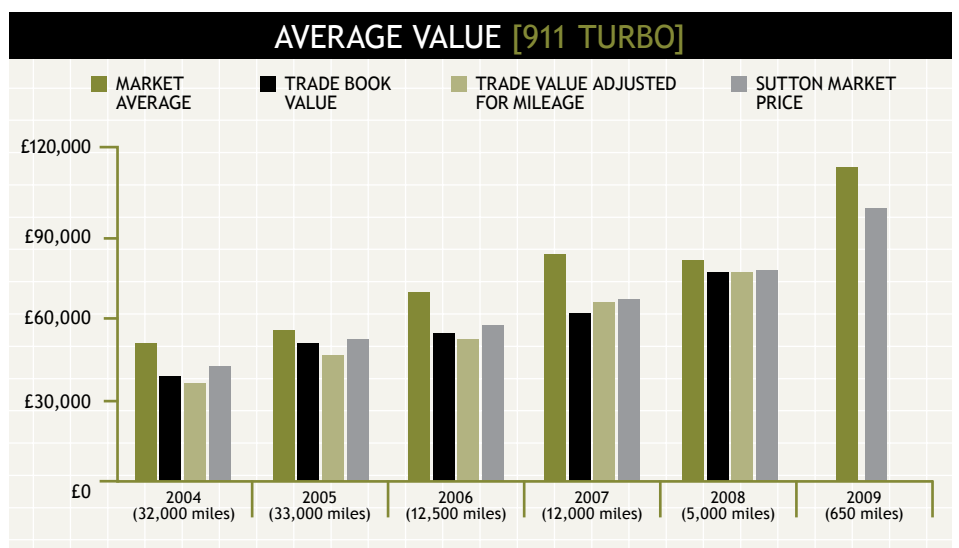
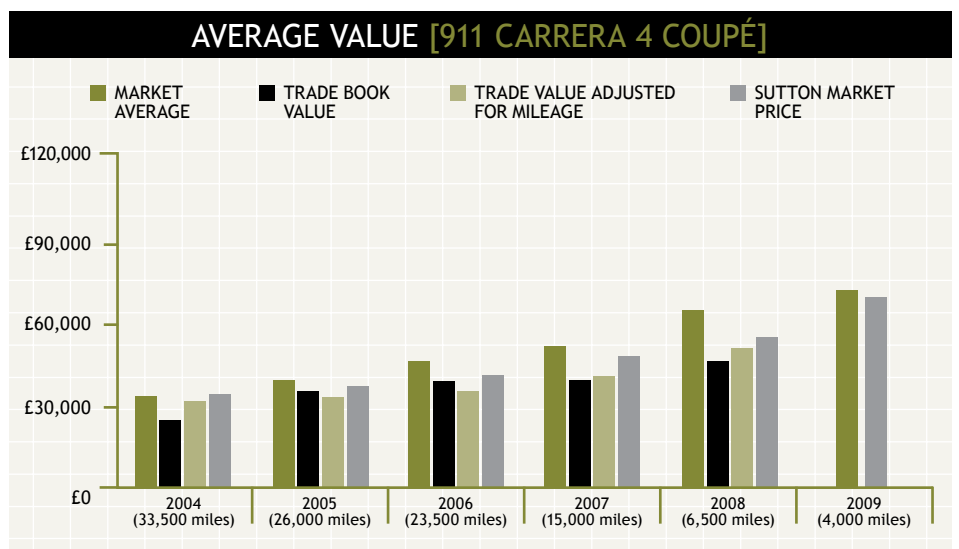
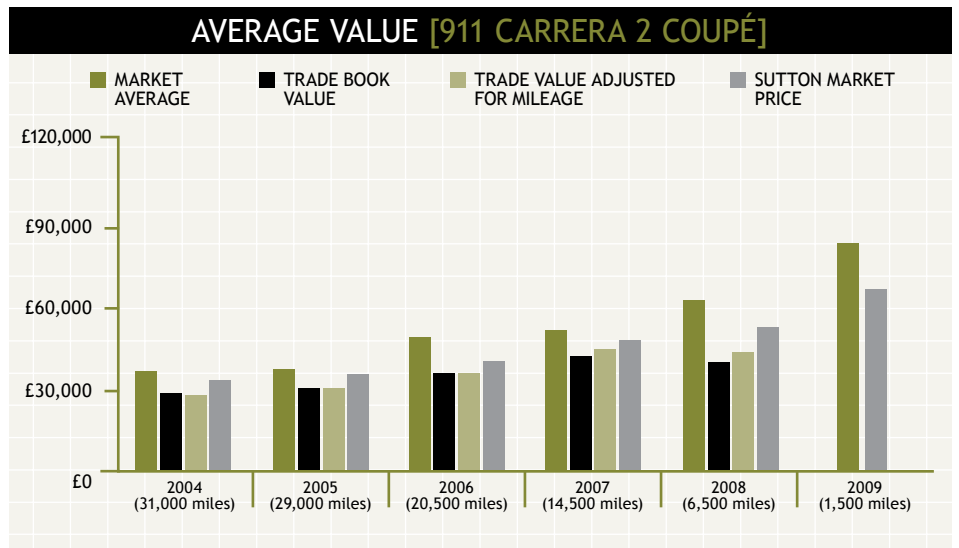
Most Porsches are Tiptronic Autos. Manuals sell fast when we get them in, so there is a market - but most feel the Tiptronic is so good, you don't need a manual.

The PDK*, however, did not have such a good reception when it was launched to the market in 2008. It suffers from the age-old semi-auto antipathy and there are grumbles over the set-up of the buttons on the steering wheel. Porsche owners are a traditional bunch - if something's new, it takes them a while to get used to it. Saying that, though, things have settled down. The dual-clutch set-up really is very good indeed.

More debatable are the Audi-style LED running lights that mark out many of these 2008 cars. They're unnecessary. It's Porsche me-too-ism; just because Audi has them, then it doesn't mean Porsche has to as well...

It's good to see common sense has prevailed with the silly UK/C16/C98 situation. Official UK cars are C16 models; Porsche designate European specification as a C16 vehicle.

* Porsche Drogenkupplung - a new twin clutch automatic transmission





Historically the official network shunned “imported C16” vehicles but no so anymore. Porsche dealers were bloody-minded about imports for a while sucking in through their teeth when it came to service time, but we’re seeing less of that now as they need the work! Good thing too, for they’re all the same car!

Then there are “C98” vehicles. They may not be entirely European specification but can be right-hand drive. These vehicles should be checked carefully to identify the intended supply market. Generally valued down a little against a C16/UK car. Once a few years old, I don’t see any real difference between these variants and don’t value cars any differently as a consequence. At this point condition and service history become the most important criteria.

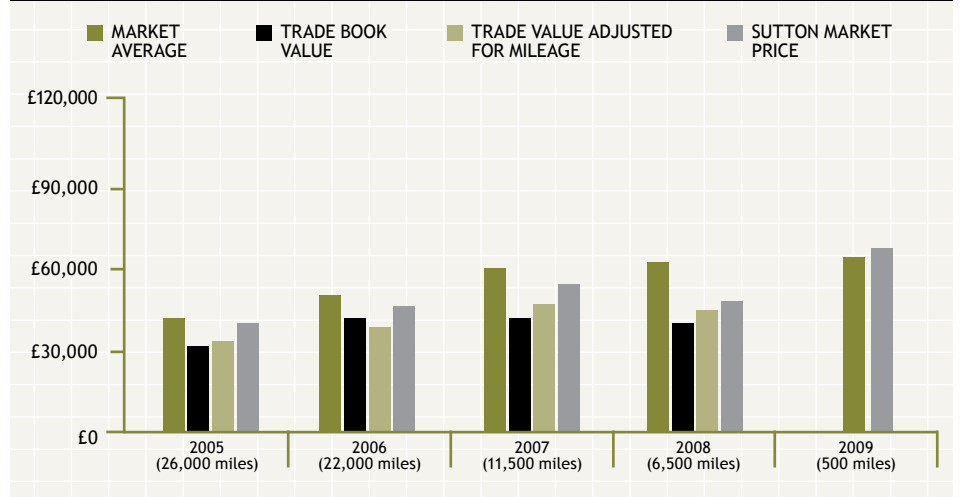
VALUES

The Porsche 911 is not only the most useable car here; it’s also the cheapest to buy. You can pick up a 2004 911 Coupé for £32,000-£34,000. Sure, the market reckons these cars are worth nearly £37,000, but you don’t want to be paying that. My Clive Sutton Market Price is a much more realistic price.

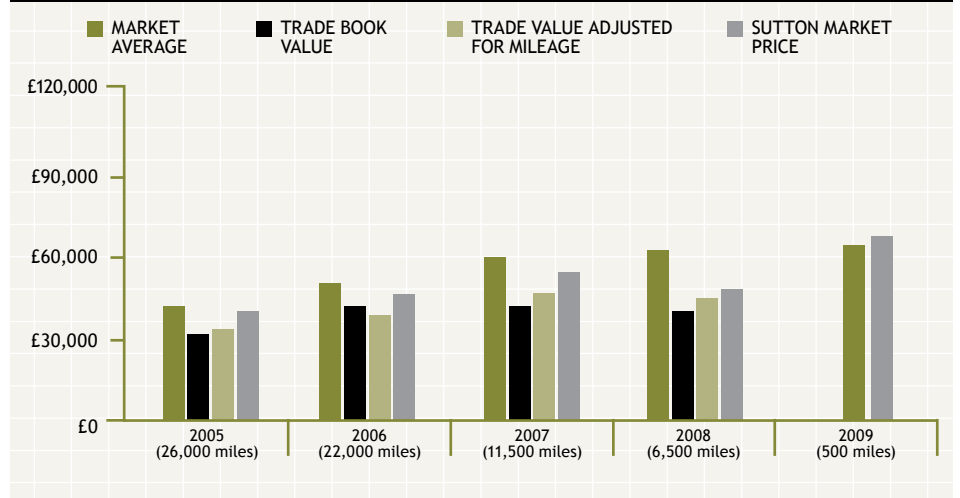
For buyers, the difference between a Two-wheel drive Carrera 2 (later, just called Carrera) and four-wheel-drive Carrera 4 is not important. This is reflected in the prices - in that, there’s little difference between the two. I’m with the market here, and don’t value the two any differently - where I do, it’s only by small amounts.

What IS important, though, is whether it’s an S or not! Buyers may not be bothered about the 2 or the 4 - but they do want to know whether it has four exhausts, and the extra power of the 3.8-litre S. This is where

AVERAGE VALUE [911 CARRERA 2 CABRIOLET]



AVERAGE VALUE [911 CARRERA 4 CABRIOLET]



confusion comes in.

See, Porsche has not done itself any favours with the auto, by calling it Tiptronic S. Last year, we correctly advertised a Carrera 2 Tiptronic S - only to have a buyer disappointed that it wasn’t, well, a C2S. What they should have been looking for was a C2S Tiptronic S, not a C2 Tiptronic S. Confused? You’re not the only one! Really, it’s a silly situation that Porsche should put right.

The Turbo is a tangible buying proposition. The step up is not huge:

you can get a 2007 model for sub-£70k, which really does give a lot of car for the money. I can only see its popularity increase, as used buyers realise just how affordable this high performance machine is.

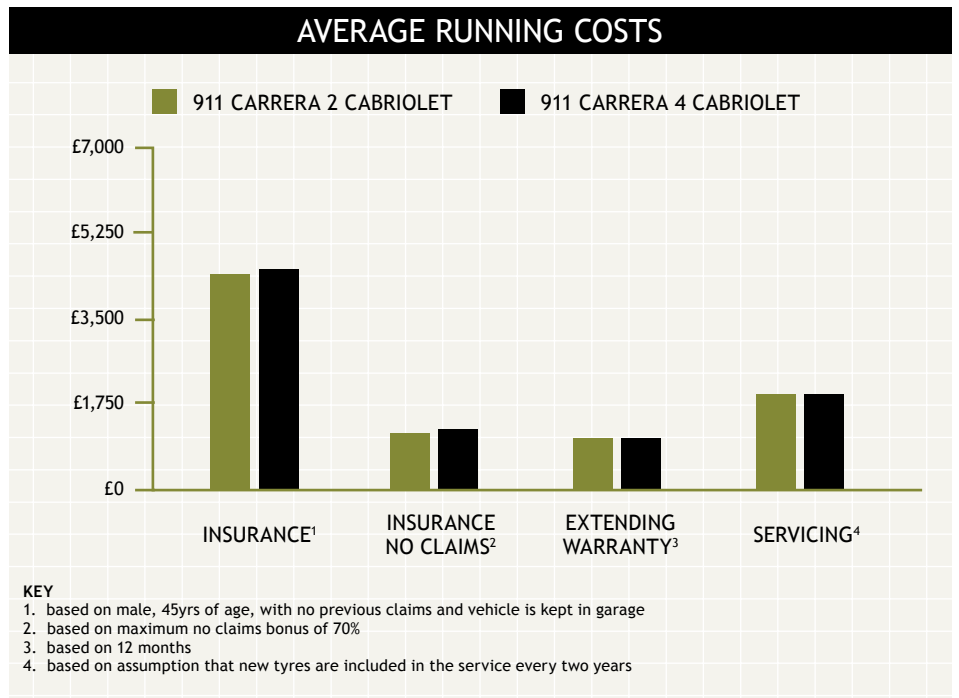
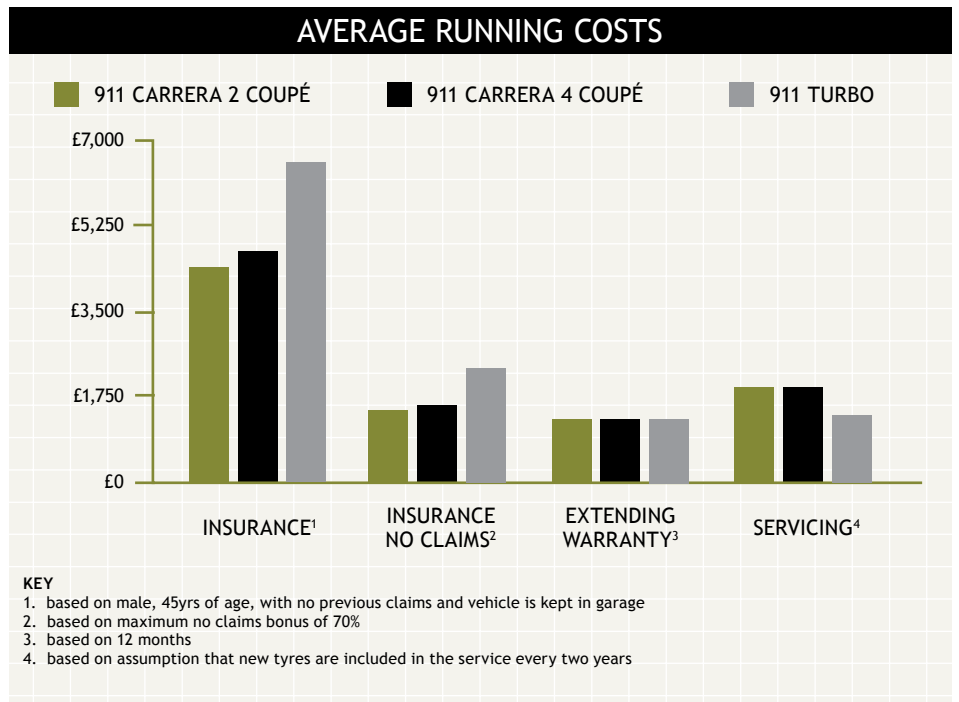
We’re again back to black and silver when it comes to colours. Don’t, whatever you do, choose red. For the non-S cars, I’ve seen a few dark blue models, which seems to work well; it suits the less sporty nature of this model. The S really does work well in dark grey too.



Upgraded wheels are popular on Porsches, but it's only worth paying extra for the Porsche-sourced ones. For example, a Carrera running on Porsche supplied 19" forged Turbo style alloy wheels. Many aftermarket wheel/tyre packages are not up to the job and devalue the car. If you are keen on a car with non-standard rims, make sure they are both TUV (German standards) approved, and correctly sized both in offset and inset.

THINGS TO CONSIDER

- Tiptronic S/Carrera S confusion! Read the ad small print carefully
- Missed services will prove very costly indeed here - you shouldn't underestimate the expense if a service is due
- Paltry two-year factory warranty
- Our research shows a big leap in insurance costs for the Turbo. Just because it's affordable to buy does not mean it's comparable with a Carrera for running costs...



“PORSCHE MAKES THE MOST USEABLE, PRACTICAL SUPERCARS OUT THERE...”



ROLLS-ROYCE PHANTOM



**CLIVE SUTTON
MARKET PRICE
FROM £110,000
(TYPICAL 2004 MODEL,
34,000 MILES)**

The Rolls-Royce Phantom is, for me, the ultimate saloon car - a sort of automotive Sunseeker yacht! The only other rival it has is the Maybach, which may be on the level from a technology perspective, but in terms of presence and brand, it isn't really in the same league. A Maybach has no personality; do buyers at this level really want to be discreet? Do they really want a model that, to all intents, looks like a super-luxury Mercedes S-Class?

The worries caused by the acquisition of Rolls Royce by BMW have proved unfounded. The engine is fantastic. German engineering and technology have given the Phantom an enlarged 6.75-litre version of the 7 Series V12, but here it produces over 450bhp and a huge 531lb/ft of torque. When mated to the six-speed

transmission, it provides turbine-like smoothness and discreet, effortless performance. The 'Power Reserve' dial on the dashboard is a unique feature, and yet another way why the Rolls-Royce is special.

This car has real authority. Sure, I'm personally not completely convinced about the electrically closing rear doors, but they're still a feature that draws people in. It is a large car, but with the air suspension and precise steering, it doesn't feel unwieldy to drive. Travelling in the car, there is virtually no noise at all.

Rear accommodation is superb, with immensely comfortable seats that really do indulge. The Maybach* may have airline style upper class accommodation but it still feels a bit too much like a Mercedes, and doesn't quite have the impression of grandeur the Rolls does. Both have an extended wheelbase version available, but it is the Phantom that could still be self-driven without the owner looking like the chauffeur.

The Phantom Drophead was added in 2007. With its optional stainless steel bonnet and rear teak deck, it looks like no other. This is no boat when it comes to handling, with measured and controlled body roll, and precise steering. It is just over a foot shorter than the Phantom and, with a list price of circa £270-320k, this has taken Rolls Royce into another price zone.

The Drophead shares the electrically controlled reverse-hinged doors. The split boot lid has a dropdown back panel creating a seat for two people. Useful for those Ascot or Guards Polo boot lunches!

* For even more leg room the EWB version is also available.



Both the Drophead and the Fixed Head Coupé, launched last year, and are still very new in the market. As they're also such low volume models with a very high price tag, this means they're a bit hard to draw trends from.

The Coupé is a very special car, though. It has a more discreet profile than the Drophead. It's utterly bespoke, with the option of a truly amazing starlight headlining. It is this sort of luxury that really draws people to the cars.

And, if the Phantom is a Sunseeker yacht, then the Drophead Coupé is its elegant Riva touring alternative! It's an open-top car of impeccable taste and standards, with only the finest trims, features and detailing. Yes, they're very expensive, but see them and you can see why.

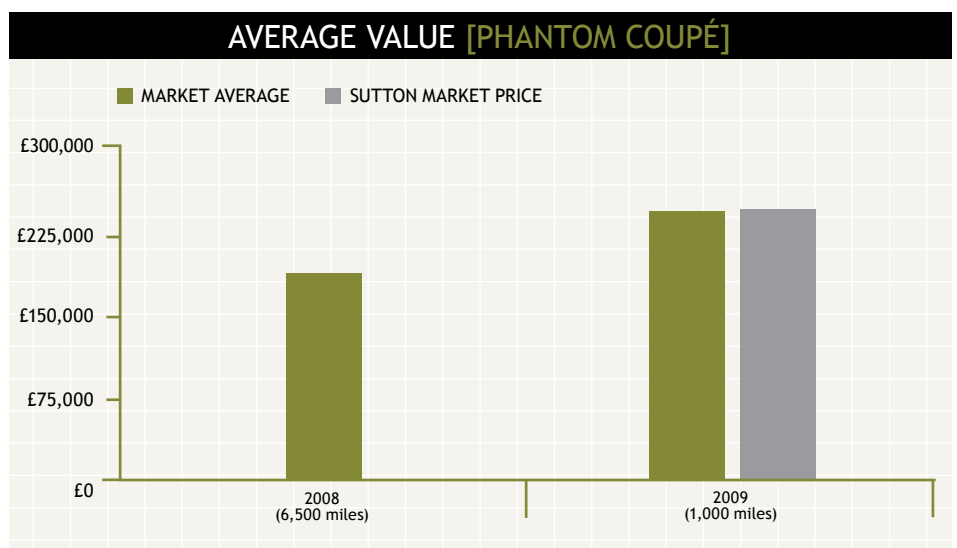
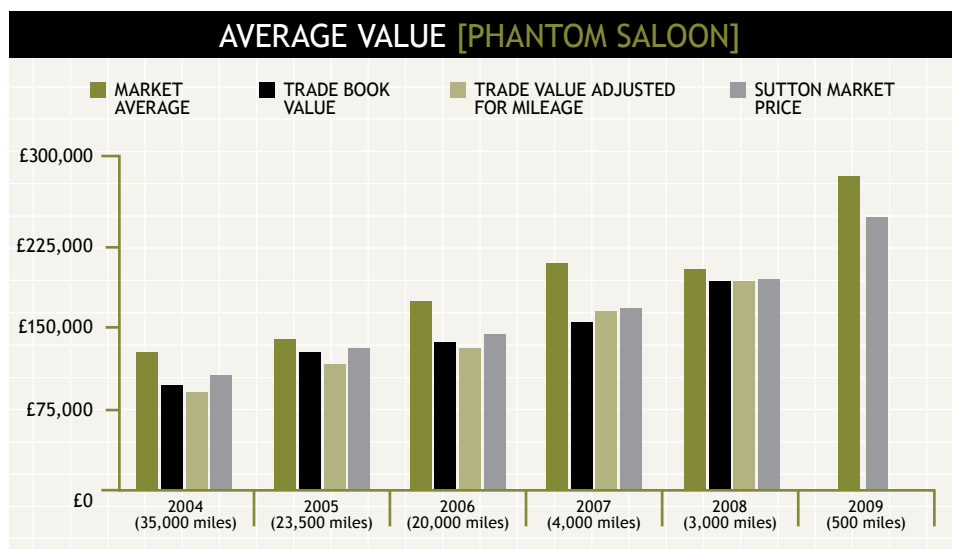
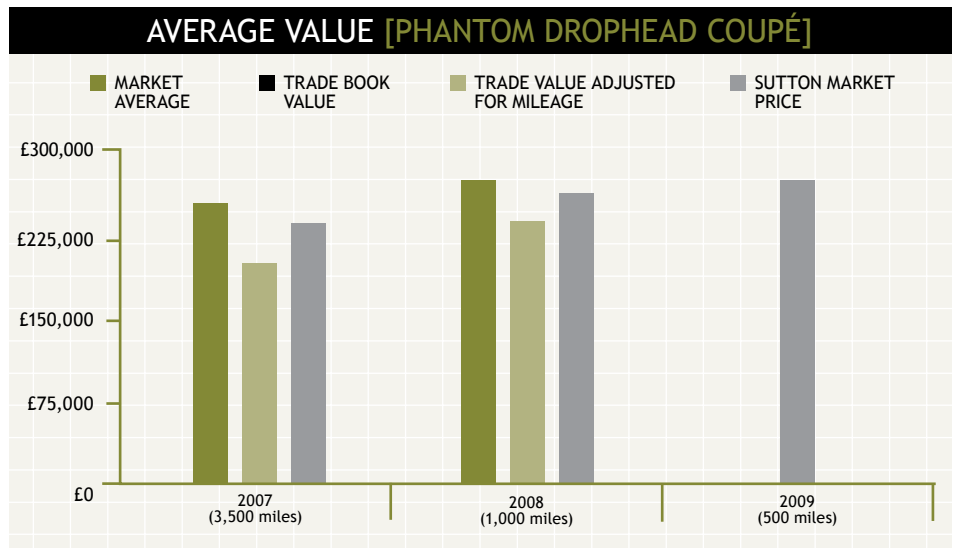
What's more, there is still a market for these very special motor cars...

VALUES

There's still fair demand for the Phantom. Prices have eased back a little, but as there's not that many on the market, they're still able to hold up. Last year, you could have got a 56-plate Rolls-Royce Phantom for £130k; as an illustration of how things have tightened; now you need to add £15k to get the same car.

People will still be willing to pay it, though, whereas it's a harder sell for a Maybach. Particularly tempting are the earlier cars, which are down to £110k. This is getting very close to the £100k threshold of many buyers. I can see an upturn in demand for the early Phantoms, as they are cheaper than a top of the range Mercedes S Class or Bentley Flying Spur.

Looking at Coupés and Dropheads, the latter were up to £400k at one point! Since then, the market for



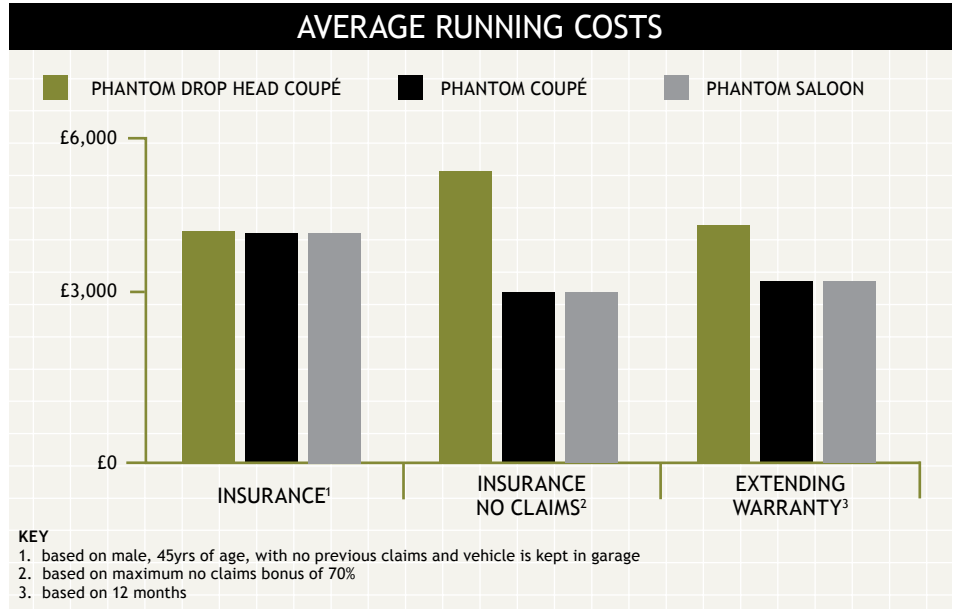


them has dropped. Last year, you'd pay around £300k; today, you'll need to find around £230k to £250k.

The Coupé is newer, and the first cars which arrived in the market late in 2008 can be bought for around £270k if you can find one.

THINGS TO CONSIDER

- Mainly no servicing costs to consider, as all servicing is included for the period of the four year warranty from new
- A number are used for chauffeur drives, and these should be checked carefully for additional wear inside



‘...THERE IS STILL A MARKET FOR THESE VERY SPECIAL MOTOR CARS..’



SERVICE & MAINTENANCE INSIGHT

Buying a premium car is one thing, running it is quite another. Some people are tempted by attainable prices, only to be shocked at the expense of then running these cars. It is important that you're fully aware of the cost implications you could be taking on.

The first thing I always say to premium car owners is not to skimp on servicing. Where possible, always use a franchised dealer for routine servicing - certainly if the car is still within the official warranty period.

Having been both franchised and independent, I can appreciate the differences at first hand. There are many top quality independents and, certainly for older cars out of manufacturer's warranty, many can provide excellent attention.

However, the value of a used specialist performance car is supported by evidence of a strong service history. It is official stamps early on in the service book that are going to support the best possible value for the age.

Using a specialist may save a little bit of cash; but really, it could be a false economy if you're not careful.

One immediate reason is that it will be worth less when you sell it - the market will mark it down from the lack of official service history. But another reason is the thinking behind why it's marked down. Take recalls, for instance. Manufacturers can issue official ones, where the owner is contacted and asked to visit a dealer. Often, these are actioned at the time of a service.

However, there are also 'technical service bulletins'. These are updates to be carried out when cars come back for servicing - but the owners are not directly instructed to visit the dealer. Only cars actually presented to franchised dealers, will have this carried out.

The next-best compromise, looking forward, is for owners to use a combination of specialist and franchise services. Dipping in and out of the official network ensures cars still get fairly regular updates from the computers, for example.

Our research into servicing costs is illuminating. We contacted official dealers for each brand, and averaged out the prices for each. It reveals that Porsche followed by Aston Martin are the cheapest brands of all. This may surprise some, but backs up the company's desire to be considered more mainstream.

Ferrari is more expensive, but again, not fearsomely so. This may also be a surprise to some - big bills shouldn't be feared here, either.

Also, the new car warranty for Porsche is just two years; exactly half that offered by Ferrari. When you factor in the cost of two additional years of warranty the gap between these brands for service/warranty over four years is a lot smaller than you would think.

Bentley takes the middle ground, as we may expect. There are no nasty surprises here though, adding weight to the GT's claim of being a more everyday supercar. There is, however, quite a big difference between the

servicing costs of 'old' and 'new' Bentleys. This is only to be expected, and shouldn't be a problem (or too much of a surprise) for the respective owners of each.

Needless to say, insuring a Ferrari is very expensive. It's that sort of car, which can attract the wrong sort of attention. Repairing it will prove expensive, both from vandalism, and accident damage caused by their trickier-to-drive nature.

Once again, Aston Martin is surprisingly affordable to insure, while Porsche and Bentley are more level-pegging. Open cars are pricier than coupés in most instances, simply because they're less secure and can be at risk from vandals.

Buyers should note, though, that while the Porsche 911 Turbo Market Price is tempting, the insurance cost could be more prohibitive! However, the flipside is that it doesn't cost appreciably more to service and run than a normal 911.

Once you get past the short official warranty issue, buying a warranty for a Porsche is actually quite affordable. This is because they're so reliable and dependable. They just don't go wrong, and warranty providers know this. The downside here is that the first policy purchase is at just 24 months old, whereas Aston is at 36 months and Ferrari is at 48 months. The Aston is a bit more expensive here - interesting, how the affordability seen in other areas is reversed a little... suggesting warranty companies know they're a bit more problematic?

Ferraris are significantly more

expensive. This isn't because they're less reliable. But because the risk of failure, and the cost of repairing one, is that much higher. The fact that so many Ferraris use the F1 paddle-shift semi-automatic gearbox could be an influence here, as many are damaged by drivers expecting a fully automatic transmission, even though many extended warranties will exclude clutch repair from their plans...

Speaking of Ferraris, they eat batteries. This is a particular problem for the Italian sports cars, but all cars of this type are affected. That's because of the limited use they often receive. Most cars have an optional battery conditioning device; these plug into the mains and trickle-feed batteries. They're well worth having; we recently had a Scuderia in that needed a three-day battery charge at Ferrari, just to get a warranty claim...

Looking forward, I'd expect service plans to become more popular, particularly on second hand cars. They're something we plan to offer here at Clive Sutton. It means that, instead of factoring in £10k for a few years' servicing, the buyer can add £10k to the purchase price. Many finance companies will add this to the monthly payment loan - which means owners pay a few hundred pounds extra for routine servicing.

This is a bit like budgeting - paying up front and spreading the cost over finance and guarantees a car will have a proper maintenance record. This alone can pay for itself... but it

also means the owner won't have any nasty bills to worry about. Everything is accounted for up front. It's a simple 'return to base' annual element that's already pre-arranged and sorted up front. This is why I expect them to become more commonplace.

After all, a huge stumbling block for buyers new to this sector is fear of running costs. Plans like these ensure against large bills and spread the cost.

Turning to the cars themselves, you should be wary of non-manufacturer supplied parts. A number of wheel companies offer 'wheel and tyre' upgrades for many of these cars. There are very few I could recommend, as many are wrongly sized either for rolling radius, offset or inset. That's quite apart from the quality and potential product liability. The German 'TUV' approval helps to confirm which products are manufactured to a standard equivalent to OEM rims.

It's the same for performance exhausts, another fairly common finding. There are companies such as Quicksilver who produce a range of high performance exhaust products, which can compliment a car without compromise.

Be wary of any ECU re-mapping engine 'chip performance' upgrades, as these change the fuelling map and can be more trouble than they are worth. Any such modification should be capable of a 'return to standard', so that fault finding can be focused on the OEM equipment separately from the tuning programme.

CLIVE SUTTON'S TOP CARS

We all have our favourites - but Clive Sutton is a performance enthusiast better placed than most, to pick the top cars. Here, he's looked at the complete picture, including buying and running them, to pinpoint the cars that really should be high on your shopping list.

LONG-TERM BUYS



ROLLS ROYCE PHANTOM

- **Porsche 911(997) C2S Cabriolet** Many buyers prefer the 911 in Convertible form, and the C2S is the all-round pick of the bunch.
- **Bentley Continental GT** It's the consummate all-rounder, and exceedingly dependable.
- **Rolls Royce Phantom** It's the ultimate statement; on the rational side, free servicing and BMW engineering eases long-term worries.
- **Ferrari 430 Scuderia 16M Spider** A raw, extreme, sensational car to drive, less than 40 for UK market. One to use on (and to) the track - or, box one away now and, in years to come, you'll be pleased you did...

SHORT-TERM BUYS

In this economic climate, there are no recommendations for buying and flipping. The premium market is all but gone, so if you buy it and don't like it, you will pay a chunk in depreciation.

ONES TO TUCK AWAY



BUGATTI VEYRON

- **Aston Martin One 77** Just 77 £1m examples built to spec! Pricey, yes, but like no other...
- **Bugatti Veyron Ultimate** £1m road supercar. World-famous, a Clarkson favourite, and a definite keeper.
- **Mercedes-Benz McLaren SLR roadster** Final offspring of marriage of F1 builder and MB. Lewis Hamilton factor only adding to its desirability. Short term heavy depreciator, but while no aluminium Gullwing, I think will be a long-term investment.
- **Ford GT** The highly successful 2004 resurrection of the 1960s Le Mans-winning Ford GT40. The one to have is the Heritage version, in the famous Gulf livery.

BEST TO DRIVE



BENTLEY CONTINENTAL GT SPEED

- **Ferrari 599 GTB Fiorano** Practical, comfortable, GT Coupé - and very, very fast. The best V12 car you can buy (well, apart from the Enzo). Now available with £20k HGTE handling kit.
- **Ferrari 430 Scuderia** This is a cult icon in Ferrari circles; once you've driven it, you'll completely understand why.
- **Porsche (997) GT3 RS** It's bulletproof, and a car you'll never, ever tire of driving - the perfect combination of values.
- **Bentley Continental GT Speed** All the Continental GT core values, with added speed and focus, too.



FORD GT

HOTTEST COUPÉS



ASTON MARTIN DBS

- **Bentley Continental GT Speed** More involving than GT and toweringly quick.
- **Aston Martin DBS** Slightly used and off the list price. New price too high.
- **Aston Martin Vantage V12** Stonking but expensive at £135K plus options.
- **Porsche 911(997) Turbo A** complete everyday hypercar package.

INVESTMENT CARS



ALFA ROMEO 8C

- **Ferrari 430 Scuderia 16M Spider** It's very pricey, yes. But it's guaranteed to pay that back to you.

- **Porsche 911(997) GT3** Few ever lose out when buying a GT3. It will always remain the definitive 911, particularly the RS version.
- **Alfa Romeo 8C Competizione** Not the best to drive - but who cares? It looks simply out of this world. In 50 years' time, this will be setting the auction halls alight...

CLIVE'S COOL HUNTER - WHAT IS HOT AND NOT IN THE HERE AND NOW...



DODGE CHALLENGER

- **£30k: Audi A5 convertible** If Bentley builds a recession-beater, it will base it on this. I can see why; it's a beauty!
- **£40k: Audi TT RS BMW M3** Both these cars are high-image cars with excellent performance. They appeal to 'downtraders' who still want something special.
- **£50k: Dodge Challenger** Everyone's heard of the Dodge Challenger. This modern-day interpretation is a stand-out and seriously cool.

- **£60k: Nissan GT-R** Not just a cult, but a lifestyle; you really should believe the hype. Playstation controls with handling and performance limited only by the driver.
- **£70k: Jaguar XKR 5.0 Coupé** Latest version packs 500bhp. You can buy a coupé AND a convertible for less than the price of one Aston Martin DBS...
- **£100k: Audi R8 V10** Detuned Lambo engine offers the most compelling mid-engined supercar south of £150k.
- **£107k: Corvette ZR1 Epic 638bhp supercharged V8.** Best ever Yank supercar: Let's hope Obama spares it the chop!
- **£145k: Ferrari California** The 'in' car of the moment, it's a reinvention for Ferrari, and is going to do absolutely fantastic business. The only new car currently selling at a premium. Expect to pay circa £180k to drive today.
- **Affordable star: Volkswagen Golf GT MK VI** The real-life performance icon, that's just as cool as a 911, in a similarly understated way. A rightful icon from £23k.



VW GOLF GT MK VI

FUTURE FOCUS

Here, Clive has looked into the future, for the cars coming up that will be the focus of premium car buyers in coming years. Which are the ones that will excite the most? Find out here...

NOW AND THE VERY NEAR FUTURE...

Nissan 370Z

Z-cars used to get worse as they evolved - from the brilliant 240Z, to the underwhelming 300ZX. With the 370Z, it's the other way around. Initial reports tell me that it's a fantastic car. Every inch the junior GT-R.

BMW Z4

BMW has widened the appeal of the Z4, by giving it a folding hard-top. I've already had enquiries - interestingly, from Mercedes SL buyers looking to trade down. It looks a good car that should do good business.

Fiat 500C

Surprised to see the baby Fiat on the list? Well, if you're a Ferrari buyer after a second or third car, it's the ideal choice - especially with that clever open roof. I've already had enquiries, and will be sourcing them...

Ferrari California

This is going to do terrific business for Ferrari. It's the most driveable Ferrari ever, has rear seats (even if they are token), a good auto, a folding hard-top: it's already incredibly sought after, and rightly so.



FERRARI CALIFORNIA

Lexus RX

These do big business in London, because of the congestion charge exemption. This one is bolder and even more economical.

Audi S5 Convertible

Bentley has said that if the current crunch continues, it will have to look into basing a model on the Audi A5. When the brand is producing cars as attractive as this, you can see why. With the S5, the open BMW M3 has a serious rival for the first time.

Lotus Evora

Lotus has been a one-model car for too long. But the name still carries so much currently, the Porsche Cayman-rivalling Evora should do well. At under £50k, the money is right, if the reality is right.

Mercedes E-Class

There will always be a market for the traditional, sensible Mercedes. From what I've seen, this car goes back to the luxury, sober-suited approach the company does so well, and thus should prove popular

Lexus IS Convertible

A folding hard-top roof makes this a rival to the BMW 3 Series Convertible. However, it only has a single engine choice, and is very much a niche product.

Audi Q3 4x4

Smaller Audi off-roader should, I hope, inherit the lines and success of the Q5. Rather than the less pleasing appearance of the larger Q7.

Audi TT RS

This really is where the smart money should go. Rare, fast and with a super image, it's going to be hot property.

Porsche Cayenne Diesel

Arguably, the Cayenne that should have been on sale all along. Generally, the UK SUV market wants diesels. This should end up being the best-selling Cayenne version.

Mercedes E-Class Coupé

Coupe version of the E-Class saloon that replaces the CLK. More upstanding than the CLK, it is very elegant, and takes the car a step upmarket.

Mercedes E63 AMG

AMG versions of the S-series cars are proving to be the cars of the moment. The market for high-performance saloons has dropped off - as weak sales for the BMW M5 prove - but the Mercedes should be a better-all-rounder, to rival the Maserati Quattroporte.

2009

Audi R8 Roadster

Audi can do no wrong with the R8. It is the thinking man's supercar, the socially acceptable hypercar. Making an open version can only enhance this.

Bugatti Veyron Gran Sport

The king of the hypercars gets its roof removed. Likely to be even more idolised than the coupe.

BMW X1 [v1] 4x4

The X3 has never been seen as a particularly desirable BMW off-roader. The X1 could change this, but I don't see it being as popular as the more desirable Audi Q3.

Pagani Zonda F

Pagani is going out with a bang for the famous Zonda line. These cars are rare as hen's teeth, but if you want the ultimate, there's really no other choice...

Porsche Panamera

Porsche enters a new marketplace with the four-door, four-seat Panamera coupe-saloon.

2010

Alfa 8c GTA

The incredible Alfa is not great to drive, but the market doesn't care. Demand is still huge. The performance GTA version will only continue this - question is, will it be better to drive?

Aston Martin Rapide

The four-door DB9, rivalling the Porsche Panamera. Hopefully pricing will be more DB9-like than the optimistic DBS...

Audi A1

A baby Audi to rival the MINI has been a long time coming. As a second or third car, initial demand should be very high indeed.

Chevrolet Camaro Coupe

My contacts in the US tell me this car is better-built than a BMW, but a fraction of the cost. Great performance, fun to drive and, of course, with million-dollar looks.

Ferrari F450

The much-rumoured F430 replacement is being kept under such tight wraps, we're not even sure of the name yet! But the market knows it is coming, and is valuing F430s accordingly. It is waiting for this...

Ferrari FX hypercar

Will Ferrari make a replacement to the legendary F40, F50 and F60? An ultimate supercar, to rival a new Pagani? If they do, its launch could be well timed - just as the recession eases...

Mercedes SLC

Gullwings will be back for Mercedes next year, when it launches the AMG Mercedes SLC. It replaces the McLaren-built SLR, and will cost much less - around £125k is the estimate. It will use an AMG V8 with a mighty power output, and be exceedingly fast. Expect a teaser model at the Frankfurt Motor Show this year...

FURTHER AFIELD

BMW supercar

One hotly-debated topic in enthusiast groups is whether BMW plans to make its own supercar. The brand would benefit, as Audi has stolen a march with the fantastic R8. Given a green twist, I'd say it could only do them good.

Rejuvenated Corvette

Corvette's parent company has an uncertain future, but I'm still sure the engineers haven't wavered from working on future models. They need to be brought up to date; such is the popularity of the brand, a 21st century solution would, I know, find many fans.

Jaguar XE

Jaguar should have made an affordable couple replacement to the E-Type years ago. Now, finally, it realises the market would fight over such a car, and will hopefully have one out in the next couple of years.

Lamborghini 'Jota' (and Audi-derived version, too?)

Lamborghini needs a replacement for the Murcielago - this will be it. Seen as much more extreme than Ferrari, Lamborghini can do things its Italian rivals just can't. Expect it, therefore, to be extreme, exciting, and expensive...

Lexus LF-A

The Lexus will they/won't they over their supercar has been going on for ages. Let's assume they will, and that it will have some sort of green hybrid twist. It should give the brand just the lift it needs.

McLaren P11

Details over this model are being kept tightly under wraps. It should be influenced by the famous F1, but McLaren is as yet saying no more. Other than that it will be launched in 2011, just as the recession lifts...

Range Rover LRX

Land Rover has confirmed there will be a baby two door Range Rover; it will use hybrid technology; it will do many miles to the gallon. The smallest Range Rover since the Sport, it will redefine the brand and help once again make it socially acceptable.

Fisker Karma

The most viable 'green' premium sports car ever? I've spoken to them, and their business plan is viable. A high-performance electric motor provides fast zero-emission running, and when the batteries run low, a petrol engine takes over. Costing between £60-£80k, it's potentially a very desirable Maserati Quattroporte alternative.

Rolls-Royce Ghost

The 'baby' Rolls isn't really anything of the sort. Rolls-Royce has confirmed that it will be nearly 5.4 metres long, and use a 6.6-litre turbo V12 with '500bhp plus'. It's drawn from the very capable platform of the BMW 7 Series, but will be all Rolls Royce in development. There will be four doors, five seats, an eight-speed automatic and a circa £180k price tag. Expect it to copy the Phantom's success - whose rear-hinged rear doors it shares...

Bentley Grand (Arnage replacement)

Bentley has noticed the success of the pricey Rolls-Royce Phantom, and will be thus keen to take this car upmarket, towards a quarter of a million pounds. We hear that both the engine and the chassis are drawn from the current car, but heavily updated. It will thus carry on the traditions seen in today's car - but be bang up to date.

Aston Martin One-77

The mad Aston Martin One-77 could be one of the most exclusive premium cars in the world. It's certainly one of the most expensive, costing a cool £1m plus VAT. As the name also suggests, only 77 will be built, all going to an ultra exclusive clientele list. With a massive V12 engine and massive power, the One 77 is on sale now.

METHODOLOGY

Exhaustive market investigations were carried out to compile the Clive Sutton Market Report. Prices were analysed for actual cars on sale, and balanced against official values. Then, Clive Sutton analysed each one, to give his educated, expert judgment.

PRICE DATA:

Prices were investigated across the board, to gain a complete understanding of the market position of each car.

Market average price: all the major print and online car classified listings were analysed, with details of every representative car on sale added to our study. Mileages were recorded too; from this, we calculated an average market asking price and mileage. Remember, these are asking prices, not necessarily transaction prices.

Trade book price: an unadjusted value given by the trade, for a mileage expected from that year of car.

Trade book price, mileage adjusted: a mileage-adjusted trade price, based on our average mileage for that year of car.

Clive Sutton Market price: a recommended selling price for a vehicle in good, serviceable condition. It should have:

- No imminent service requirements
- A full franchised service history (or, for older cars, stamps from a reputable independent)
- No significant body or trim defects
- A strong, marketable combination of colours and trims for that type of car

RUNNING COST DATA:

We asked a total of 26 insurers to provide quotes for the cars listed.

Two insurance figures are provided. The first based on a 45 year old male, with no previous claims where the vehicle kept in a garage.

The second is for the same client with a maximum no claims bonus of 70 per cent.

We researched the average cost of extending the warranty. The figures provided are for 12 months' cover.

We made an assumption that a full set of new tyres would be included in a service every two years.

ASTON MARTIN

- We analysed on sale prices of 181 cars.
- Average V8 Vantage mileages ranged from 898 (2009) to 34,264 (2005).
- Average DB9 mileages ranged from 2,567 (2009) to 25,052 (2005).
- Service prices were averaged out from years one to five.

BENTLEY

- We analysed on sale prices of 252 cars.
- Average Continental GT mileages ranged from 1,153 (2009) to 32,179 (2004).
- Average Continental GTC mileages ranged from 397 (2009) to 19,057 (2006).
- Average Flying Spur values mileages ranged from 5,474 (2008) to 29,364 (2006).

- Average Arnage mileages ranged from 109 (2009) to 42,277 (2004).
- Average Azure mileages ranged from 1,517 (2009) to 22,406 (2007).
- Service prices were averaged out from years one to five.

FERRARI

- We analysed on sale prices of 259 cars.
- Averages F430 mileages ranged from 415 (2009) to 10,679 (2005).
- Average F430 Scuderia mileages ranged from 681 (2009) to 1,403 (2008).
- Average F599 Fiorano mileages ranged from 232 (2009) to 3,297 (2007).
- Average F612 Scaglietti mileages ranged from 242 (2009) to 25,350 (2004).
- Service prices were averaged out from years one to five.

PORSCHE

- We analysed on sale prices of 157 cars.
- Average 911 Carrera 2 mileages ranged from 1,152 (2009) to 27,800 (2004).
- Average 911 Carrera 4 mileages ranged from 3,907 (2009) to 36,400 (2004).
- Average 911 Turbo mileages ranged from 5,655 (2008) to 33,820 (2005).
- Service prices were averaged out from years two and four.

ROLLS-ROYCE

- We analysed on sale prices of 47 cars.
- Average Drophead Coupé mileages ranged from 958 (2008) to 3,200 (2007).
- Average Coupé mileages ranged from 1,133 (2009) to 6,683 (2008).
- Average Phantom mileages ranges from 500 (2009) to 34,638 (2004).
- Servicing is included free for four years, thus costs were not factored into our figures.

SUMMARY

Hopefully this report will have given you an insight into the luxury car market place and you may even be considering dipping into the market. Or, indeed, if you currently own one of these cars, you may be thinking about selling it on to get a new premium car. This is where we can help at Clive Sutton.

We have just launched a brokerage service, for those who are both buying and selling high-end motor cars.

This really is in response to requests from customers. Many are unwilling to expose themselves to the risks of the private market - but they still want to achieve a better price than a main dealer will offer in part exchange. Or, they simply can't source the right car for them, at the right price.

Clive Sutton's consultancy-like car brokerage service can step in.

Firstly, we can sell your car for you, and help you prepare it to get the best possible market price. We deal with the buyer and act as your personal agent. This takes away the hassles of selling privately, without having to accept low trade prices.

Secondly, you can also buy a car from us in this way, too. The Clive Sutton Brokerage takes the hassle out of finding the right car. Basically, we do all the legwork, sourcing you a car in pristine condition, fully serviced and ready to go. It is an exclusive one-on-one service that reflects the level

of personalisation people now demand from the motor industry.

It reflects how car dealers are having to change. The market is markedly different today to what it was just six months ago - and it is set for more change in the future, too. With the tightening of lending criteria and the abundance of negative equity, the conventional part exchange deal no longer works for many owners and dealers alike.

The current marketplace has meant that we have had to adapt and diversify. An example of this is that, even with finance in place, trade disposal of part exchange cars will not enable us to do many deals. We are finding that we need to place a client's existing car with another client to enable a sale to occur.

In other words we sell two cars to make one profit.

The Clive Sutton Brokerage service is the logical next step for this new approach. If it sounds of interest, have a chat with us to find out more. No obligation, just a personalised service bespoke to you from the very first call.

“WE HAVE JUST LAUNCHED A BROKERAGE SERVICE, FOR THOSE WHO ARE BOTH BUYING AND SELLING HIGH-END MOTOR CARS.”