

COMPARE THE PERSONAL BROKERAGE SERVICE OFFERED AT BYRON INTERNATIONAL

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Byron International	No	Yes	No	Up to £50,000 £5,000+VAT £50,000 - £500,000 10%+VAT £500,000 - £1m 8%+VAT £1m + subject to discussion	Nil	Commission from £5,000+Vat up to 10%+VAT. Payment before car is released to buyer. Studio photography included in commission. Agreement terminated with 30 days' notice
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Auction Comparison – August 2020

Auction	Live Auctions	Private Sales	Online Auctions	Costs to Seller	Costs to Buyer	Comment
Artcurial	Yes	Yes	Yes	Up to €100,000 10%+VAT €100,000 - €500,000 8%+VAT €500,000 - €1m 6%+VAT €1m + subject to discussion	€0 – 600,000 16%+VAT €600,001 + 12%+VAT	Total commission up to 26%+VAT. Payment after 35 days.
Barons	Yes	Yes	Yes	5%+VAT	10%+VAT	Total commission up to 15%+VAT. Payment in 6 days.
Bonhams	Yes	Yes	Yes	10%+VAT	£0 - 500,000 15%+VAT £500,001 12%+VAT	Total commission up to 25%+VAT. Payment 14 days after receiving payment from buyer. Retain the right to sell car for up to 35 days after auction. Some presentations now include Seller's appraisals.
Brightwells	Yes	Yes	Yes	5%+VAT	12%+VAT	Total commission 17%+VAT. Payment after 28 days. Now running "Timed Auctions" online – bid up to auction Similar to eBay – registration deposit required of £2,500.
Car & Classic	No	No	Yes	5%+VAT	Nil	Total commission 5%+VAT. Has an escrow payment function for U.K. Sellers which holds funds in a secure third-party account until both buyer and seller confirm they are happy with the sale.
CCA	Yes	Yes	Yes	4%+VAT	10%+VAT	Total commission 14%+VAT, plus an additional 1%+VAT if bid online. Set up as part of Silverstone Auctions.

Auction	Live Auctions	Private Sales	Online Auctions	Costs to Seller	Costs to Buyer	Comment
Collecting Cars	No	Yes	Yes	Nil	6%IncVAT Min £600 Max £6,000	Maximum £6,000 inc VAT. Fees administered by third party Stripe. Buyers must register before bidding giving credit details. Very precise terms of business with significant penalties.
Goodings	Yes	Yes	Yes	10%+VAT	10%+VAT	Total commission 20%+VAT. Payment approximately 20 days after auction. Commission rates vary in the U.S.
H&H	Yes	Yes	Yes	5%+VAT	12.5%+VAT	Total commission 17.5%+VAT. Payment 14 days after receiving payment from buyer.
Hampsons	Yes	Yes	Yes	5%+VAT	12.5%+VAT	Total commission 17.5%+VAT, plus an additional 1%+VAT if bid online. Payment 7 days after receiving payment from buyer.
Historics	Yes	Yes	No	10%+VAT	10%+VAT	Total commission 20%+VAT, plus an additional 1%+VAT if bid online. Payment 14 days after receiving payment from buyer.
Hobbs Parker	Yes	No	Yes	10%+VAT	10%+VAT	Total commission 20%+VAT. Payment in the week following the auction.
RM Sotheby's	Yes	Yes	Yes	10%+VAT	\$0 – 250,000 12%+VAT \$250,000 + 10%+VAT	Total commission up to 22%+VAT. Payment 20 work days after receiving payment from buyer. Retains the right for 90 business days after the Online Only Auction to list car on their private sales web site, advertise in media. Terms are from London, October 2020, others may vary.
Silverstone Auctions	Yes	Yes	Yes	5%+VAT	12.5%+VAT	Total commission 17.5%+VAT, plus an additional 1%+VAT if bid online. Payment 14 days after receiving payment From buyer.
Trade Classics	No	Yes	Yes	Nil	5%+VAT	Total commission 5%+VAT. The car stays with the seller that may mean visits from prospective buyer's. Payment via third party Stripe.