

Brightwells

Est. 1846

How to sell vehicles at Brightwells

The vehicles that make the most at auction are those which are described fully and correctly in the catalogue, available to view on site on the day before the sale, offered with a sensible reserve and presented in the best condition.

The first thing to note is that our auctions are held every Tuesday at 11am. These sales consist of a number of sections, which can cater for all types of vehicle - 4x4s, cars, commercials up to 7.5 tonne and leisure items (Motorhomes, Caravans, Motorbikes, Quads, etc).

Here are a few tips on how to make this all come together.

It's often a good idea to ring us (01568 611325), speak to one of our knowledgeable staff and get an idea of how vehicles like yours have been selling for. You can also do this by looking on our web site at our recent results . This will help you set your reserve, which is perhaps the most important part of selling at auction - the first time a vehicle is auctioned, it usually gets it's highest bid, so it is better to have the reserve right at the beginning.

Enter the vehicle into the catalogue

It is usually a good idea to let us have details of your vehicle a week before the auction you want to put it into - this gives us plenty of time to promote it. If you are pushed for time, entries are taken up until the sale day. You can enter the vehicle on line or by telephone (01568 611325).

The information we need is:

1. Registration number;
2. Age and date registered in UK;
3. Vehicle make, model and type;
4. Colour;
5. Mileage (stating if warranted, unwarranted or incorrect);
6. MoT, tax and service history information;
7. Extras or equipment fitted to the vehicle;
8. Mechanical status - as seen or unroadworthy? We can carry out a pre-sale engineers report to help sell the vehicle. Check for charges
9. Title problems - has it been a write off, stolen and recovered, subject to major accident damage, ex-police, or imported/re-registered?
10. Details of any outstanding finance;
11. VAT status - if it is to be sold plus or including VAT, we will need your VAT number. If it is without VAT, this will be because you bought it without VAT or have not reclaimed the VAT on it that was charged to you.

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Bring the vehicle to Leominster

We can actually collect the vehicle for you – see the Vehicle Transport link on the General Information page. Just send your documents with the vehicle and we will do the rest for you. Alternatively, you can bring it yourself, of course.

Our opening hours are:

Monday: 9.00am - 5.30pm

Tuesday: 8.00am - 5.30pm

Wednesday: 9.00am - 5.30pm

Thursday: 9.00am - 5.30pm

Friday: 9.00am - 5pm

Please make sure your vehicle is with us at least an hour before the auction starts, or buyers will think it is not coming to the sale. Please give to us all the paperwork for your vehicle, including the log book, MoT, tax, service history and any bills for work you have had done to the vehicle.

Preparing your vehicle for auction

We offer a bespoke vehicle preparation service which ranges from basic valeting to MoTs, dent repairs and paint restoration. If a vehicle is clean and looks as new as possible, it will make more money.

Details of the charges are available from the office and once we have seen your vehicle we will give you a quote, this ensures we allow for an appropriate level of cleaning

All the following are available on request and can be separately quoted for: MOT Renewal, Replacement Parts, Keys and Number Plates Minor Dent Repairs, Minor Paint Restoration All charges are subject to VAT

Auction process

Once the vehicle is prepared for auction, the entry form completed, documents put safely in our sale files and the vehicle has been photographed for our web site, we are ready to go to auction. The vehicles come through in lot number order, so when it is time for yours, it will be driven in front of the rostrum.

The auctioneer will ask for bids and the vehicle will be auctioned. If the best bid is at or above reserve, it will be sold.

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If the best bid is close to reserve, we will sell it 'provisionally', which means that the vehicle is sold subject to acceptance of the bid by the seller. A provisional auctioneer will contact you and let you know what the bid is – if you are here with us on the day, please pop in to the office to discuss your options, or, if you are not with us, we will do our best to ring you straight away. You can choose to take the bid and sell it, or ask for more – if you need more, the buyer can refuse to stand on their original bid and the vehicle would not then be sold. Hopefully, we will persuade them to come to the money you want.

If there are not any bids close enough to your reserve, the vehicle will go through the auction as not sold. You can decide to take it away or to leave it with us for the next week's sale, with a new reserve.

In between sales, we endeavour to sell those vehicles left unsold, sending emails and ringing buyers who were unable to attend the auction. We sell about 50 vehicles each month this way.

Auction charges

If your vehicle did not sell, we just charge the entry fee. If your vehicle has sold, we produce a self-billed invoice and post it with your cheque, four working days after the auction, unless we are waiting for a finance clearance fax from you. We deduct our charges from the sale proceeds.

Entry fee: £25

Commission: 4x4s, Cars and Vans: 7.5%, minimum of £100. Trade rates available, upon request and opening a trade account.

Engineer's Charges: Battery Start: £15 Engineer's Report: £20 Environmental Charge: £30 Fuel: £2.00/litre plus labour Logo Removal: £50 (minimum)

Admin Charges: Plate Transfer Report: £10 Cancelled Sale Fee: full sellers & buyers commission

Storage: vehicles on site for more than 2 days without instructions: £20/day

All our charges are subject to VAT.

DVLA - Dual Notification

Once you have sold a vehicle, you are legally obliged to notify DVLA that you have sold it. If you gave us the log book at the point of sale, including the V5C/3, we will send that to DVLA on your behalf. However, we still advise all our sellers to contact DVLA and let them know that the vehicle has been sold at Brightwells. It is better to be safe than sorry. Always keep copies of any paperwork you have sent to DVLA.

That's it!

If you have any questions about selling that have not been covered here, please call us on 01568 611325. We will help you however we can. Thank you for considering Brightwells and we hope that you will enjoy selling with us soon.