

Watch out for secondary market prices

Doerr Dallas Valuations have given us a useful insight into the valuation process and how best to insure client's watches. Doerr Dallas Valuations ask: on what basis are you insuring your clients' watches?

Certain watches, including some Rolex and Patek Philippe models have a 2-5 year waiting list due to brand exclusivity protection. This can decide how clients may choose to replace their watches in the event of a claim. During a valuation we establish how and where the client would likely source a replacement in the event of a loss. Some questions we may ask include:

- 1. Is the policy new or old?
- 2. Will they look at going direct to Rolex or Patek to replace?
- 3. Is the value based on a second-hand replacement value?
- 4. Is there a waiting list?
- 5. Has the watch been purchased as a collector's item or as an investment?

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On discussions during a valuation the client may look to replace "like for like" rather than replacing with a similar current model. This is because many watches are no longer available as the model might be obsolete. Our valuation would clearly state that our value is based on the current model available

from the retailer today. However, some models of watches have a waiting list. If the client chooses not to wait then the only option is to turn to the open market where you can replace immediately but with a much higher price, thus effecting valuation. Our valuation will clearly state the methodology used behind determining the value. But what value do you accept in these scenarios?

As always, should you require any advice or guidance on such matters please contact your Private Client Executive at Eastwood Private Clients.

Courtesy of
Doerr Dallas Valuations

Patek Philippe
Steel Nautilus bracelet watch with annual calendar, day, date and moonphase
Ref: 5726/1A | RRP: £35,160 | **Secondary market value: £110,000**

18 carat rose gold Nautilus wrist watch with date, power reserve, moon phase and seconds
Ref: 5712R | RRP: £34,640 | **Secondary market value: £65,000**

Rolex
Steel bracelet watch, oyster perpetual sea, dweller 4,000 metre model
Ref: 116600 | RRP: £9,300 | **Secondary market value: £12,500**

Steel bracelet watch, oyster perpetual, cosmograph daytona, black dial and bezel
Ref: 116500LN | RRP: £10,500 | **Secondary market value: £22,500**