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Consolidation of the auction market in France in 2022

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As it does at the same time every year, the French auction authority, le Conseil des ventes (CVV), publishes the main figures for the auction market, from the previous year. This exclusive data is based on declarations from auction houses to the CVV, cross-checked by a survey entrusted to Toluna Harris Interactive.

The main trends observed are as follows:

A market consolidation after last year's boom, at +8.2%.

- The total amount auctioned off (all sectors combined) reached 4.3 billion euros.
- Over the last 10 years, the total amount auctioned off increased by an average of 6.8%.

Contrasting trends by sector:

- A 12.9% increase for the "Art and collectibles" sector (after a +54.1% increase in 2021), with €2.1 billion in sales amount.
- Stabilization (+2.0%) for the "Used Vehicles and Industrial Equipment" category (+27.8% in 2021) with 2.0 billion euros of sales value.
- Strong growth (+24.8%) for "Horses" sales (+41.9% in 2021) with 262 million euros of sales value.

The number of auction houses continues to grow: 458 in 2022 versus 427 in 2021.

34% are located in the Ile de France region, and represent 66% of the total amount of sales.

The weight of each region and their hierarchy in the total amount of sales remain stable:

- The two leading regions (after Ile-de-France) remain Normandy (377 million euros), driven by its champion Arqana, and Brittany (274 million euros in sales), which is nonetheless experiencing a decline in activity (lower sales of used vehicles and industrial equipment)

- The 4th place is held by Occitania with more than 250 million euros in sales and a 6% market share.

The market remains highly concentrated in the top 20 auction houses (75% of the total amount sold in France, + 8%), but other auction houses are experiencing an overall stronger evolution (+10%)

- The top five auction houses account for almost half of the total amount sold.

E-auctions recorded a moderate increase of €3.2 billion and accounted for 74% of the total amount sold at auctions in France.

- The most dynamic segments were the entirely dematerialized sales of auction houses specializing in "Art and Collectibles" (up 19% with 172 million euros in sales), as well as direct horse sales (up 104% with 8 million euros in sales). On the other hand, e-auctions of second-hand vehicles and industrial equipment recorded a significant decline (0.4% with €1.675 billion in sales, after a 36% increase in 2021).

The internationalization of sales continues

- The amount of sales auctioned off to foreign buyers reaches €1.5 billion, or 35% of the total amount of auction sales in France (compared to 32% in 2021 and 28% in 2020).

- The amount of goods put up for sale by foreign sellers increased significantly as well, rising from €455 million in 2020 to €583 million in 2022, an increase of 28%. Its share of the total amount sold at auctions in France rises from 11% in 2021 to 13% in 2022.

Methodology: The analysis of the economic activity of the market in France is based on exclusive figures from the economic survey that CVV conducts each year among all auction houses. The survey was sent to 458 auction houses in 2022. 92% of auction houses responded to the survey.

To be published in June: "The latest trends in the art market, auctions in France and abroad"

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