

Insider's Guide to the

ARIZONA AUCTIONS **2022**



16th

ANNUAL GUIDE —
Complete Schedule of Events,
Plus Auction Locations and Map

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- ★ **WHERE TO GO**
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from the
Last 10 Years
of Scottsdale**



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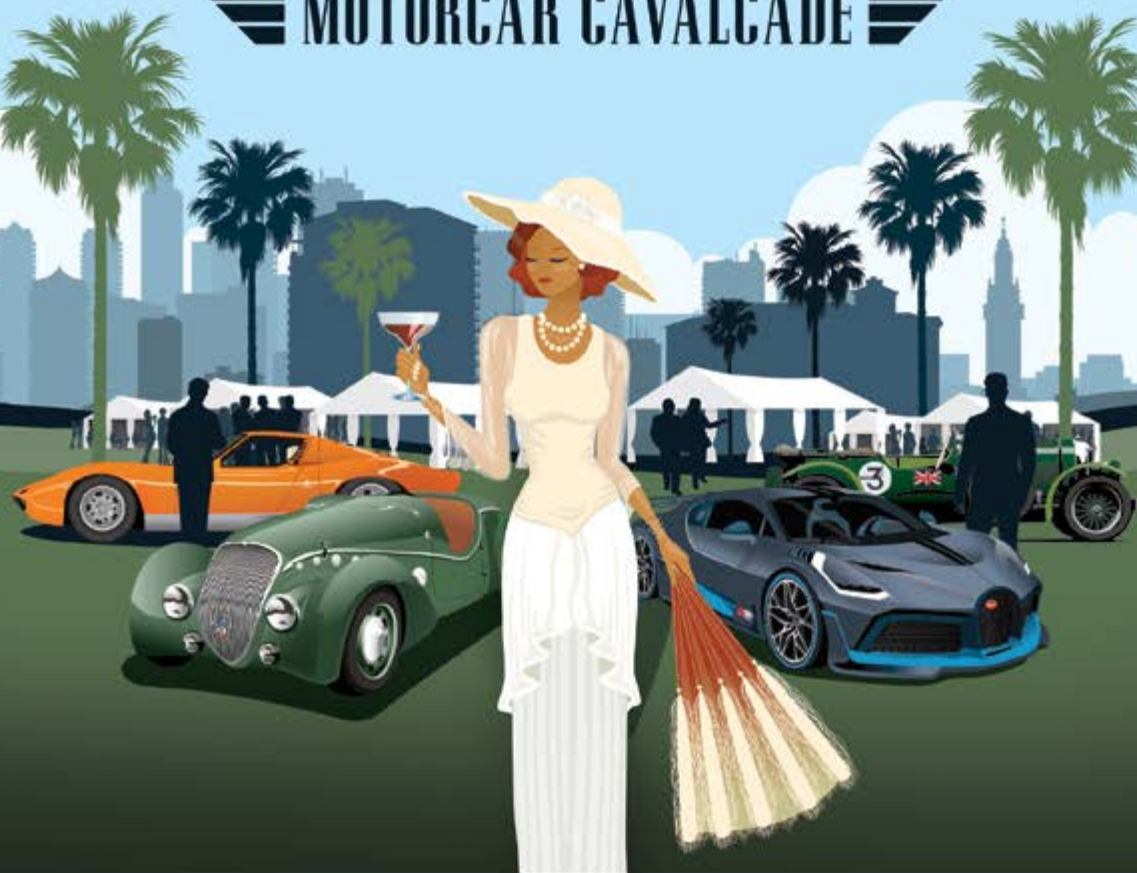
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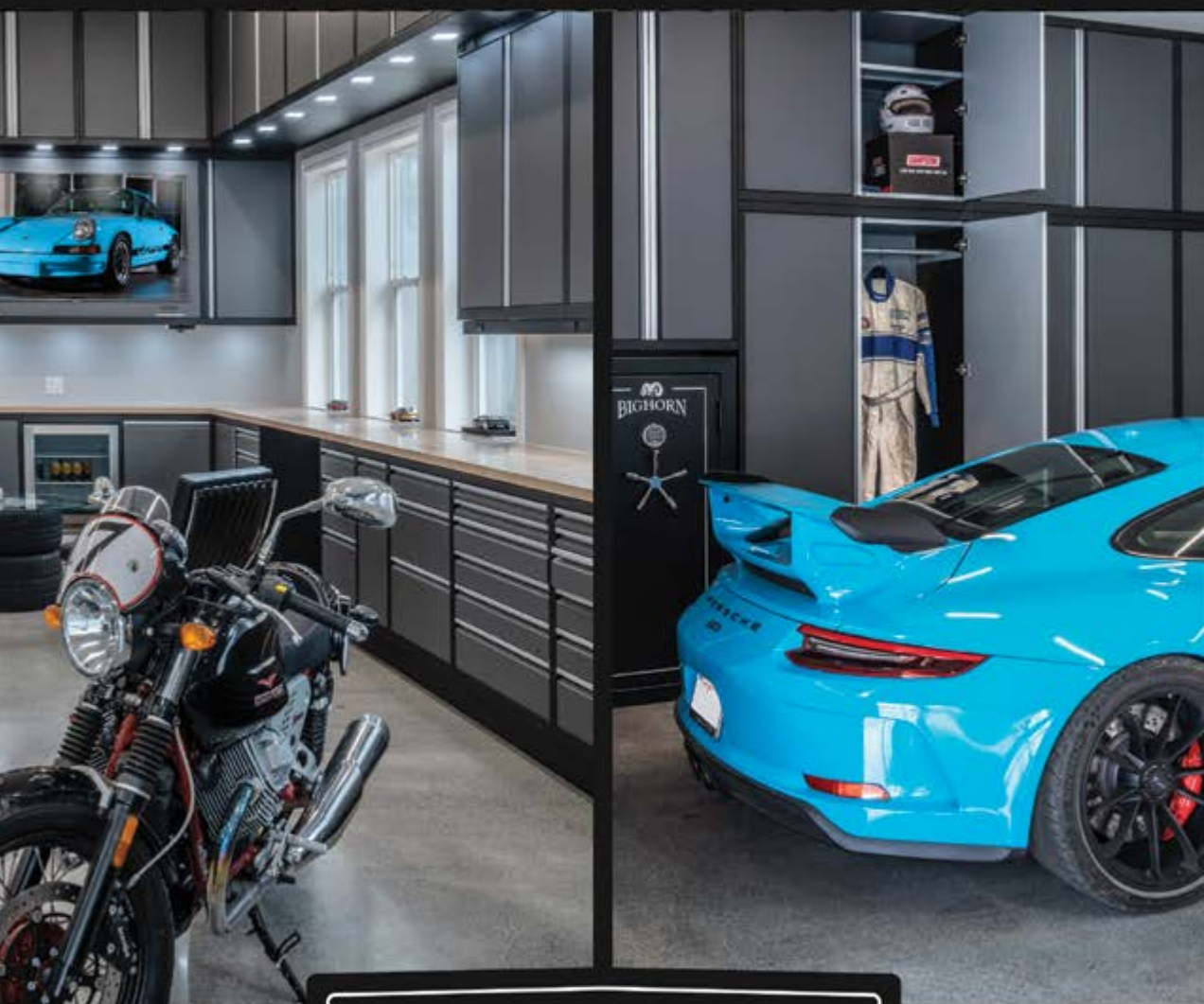
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www.Classic-CarAuction.com



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Courtesy of Barrett-Jackson

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Darin Schnabel ©2020, courtesy of RM Sotheby's

Always look before you leap with collector-car purchases

January in Arizona has always been about auctions. There are no concours or vintage races to distract. This year we will watch as the market continues to evolve. All of the big auction houses will be back in full swing, and you can find all the details you need in this guide.

The auction companies have posted remarkable results from both in-person and online sales during the past few months. Expect them to pull out all the stops for top-flight, seven- and eight-figure consignments, presented inside the elegant temples to collector cars they create in the desert.

In many market segments, online buying opportunities continue to proliferate. It has never been easier to find collector cars for sale than it is now.

We are becoming spoiled by the volumes of information sellers are now expected to provide. Hundreds of photos. Driving and cold-start videos. Documentation. CARFAX reports for cars built from 1981 on (best if clean, please). Immediate and thoughtful responses to questions from commenters.

I was struck by this at a recent in-person auction I attended.

It was like going back in time 20 years. The cars being offered had only a simple car card in the window, with a few bullet points. It was the “land of ‘buyer beware.’”

I was attracted to a low-mileage Lotus Elise (I already have one; wouldn't a pair be nice?). But it had no supporting documentation apparent. So I kept walking.

When you are in Arizona, don't take your detective's spectacles off for a second. Once you are serious about a car, start digging. Run its VIN through the SCM Platinum Auction Database to see if we have a record of it from a previous sale. If it is a post-1980 car, run a CARFAX. Look at the auction company's online listing for the car, which is likely to contain some photos of parts of the car that are hard to inspect in person.

I have never in 35 years had someone complain that they paid too much if a car turned out to be as they expected. The regrets and buyer's remorse emerge when the seller's representations and the buyer's expectations don't match up.

In today's world, there is no excuse for buying without doing some background digging. If you buy on “red-mist” impulse and things don't turn out well, you have only yourself to blame.

In Arizona, you will have a chance to put this discipline to work. I guarantee you can find the right car, at the right price, if you do your part of the job.

Happy hunting,

Keith Martin, SCM Publisher

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1964 Porsche 356C Sunroof
SOLD \$160,600



1967 Sunbeam Tiger Mark 1A Convertible
SOLD \$148,500



1968 Ford Mustang Shelby GT500
SOLD \$123,750

Arizona Auction Roundtable

The auction houses pick their star cars and sleepers for Arizona 2022



Star Car: 2015 Porsche 918 Spyder at Barrett-Jackson

Barrett-Jackson



CRAIG JACKSON, Chairman and CEO

STAR CAR: 2015 Porsche 918 Spyder

The 918 Spyder is considered to be among the “Holy Trinity” of hypercars. This is one of the final 918s delivered that year, one of only 918 examples of Porsche’s hybrid hypercar produced. Painted in white with a red leather interior, this low-mileage Porsche has just over 300 actual miles. Powered by a 4.6-liter V8 engine backed by a 7-speed PDK gearbox and two electric motors, it produces 887 horsepower and 944 foot-pounds of torque. It has a carbon-fiber monocoque chassis, rides on magnesium wheels and is capable of 0–60 mph in 2.2 seconds.

Estimate: Sold at no reserve

SLEEPER:

1970 Ford Torino GT 429 SCJ

Powered by a 429-ci Super Cobra Jet V8 engine with a close-ratio 4-speed manual transmission, this is one of only 241 SCJ GTs built in 1970. Fully restored to factory condition with all original body panels using original or NOS parts, this Torino is finished

in the factory Calypso Coral. It has two build sheets with Deluxe Marti Report showing this to be the only 1970 SCJ Torino GT 4:30 Drag Pack that came from the factory in this paint. Concours-correct in every way, this is a beautiful example of classic American muscle.

Estimate: Sold at no reserve



Sleeper: 1970 Ford Torino GT 429 SCJ

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Sleeper: 1902 Darracq Single-Cylinder Tonneau at Bonhams

Bonhams



JAKOB GREISEN, Head of Bonhams U.S. Motoring Department and Vice President

**STAR CAR:
1958 AC Ace roadster**

It is always a pleasure to offer for sale a truly “best of the best” kind of car, and this superb AC Ace really fits that category. Offered from a prominent U.S.-based collection of show-winning motorcars, this example retains its matching-numbers engine and aluminum bodywork, and has been treated to a no-expense-spared concours restoration by renowned marque specialist Kevin Kay Restorations. Finished in its stunning special-order color and highly optioned from the factory, the Ace has won many trophies at major U.S. concours d’elegance events.

Estimate: \$325,000–\$375,000

**SLEEPER:
1902 Darracq Single-Cylinder
Tonneau**

Formerly part of the famed Harrah Collection, this lovely little French automobile is eligible for one of the best and longest-running events on the motoring calendar: the London to Brighton Veteran Car Run. A bucket-list item for many motoring enthusiasts, this internationally attended event is a must-try!

**Estimate: \$55,000–\$65,000
(without reserve)**

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Sleeper: 1952 Alfa Romeo 1900C Sprint at Gooding & Company

Gooding & Company



GARTH HAMMERS, Specialist

STAR CAR:

1964 Porsche 356C Carrera 2 coupe

This remarkable 1964 Porsche 356C Carrera 2 coupe is the final iteration of the legendary 4-cam 356. Its engine is firmly rooted in the establishment of the Porsche brand and many of the company's early racing victories. Constant improvement led to this final version, the 2000 GS Carrera 2. Among the

rarest and most sought-after of all Porsche 356s, this example was delivered new in Germany in red with a black interior, as it presents today, and was further optioned with the rare and desirable 70-liter long-range fuel tank. Noted Porsche specialist Andial completed an engine rebuild for the previous owner. Offered for public sale for the first time, this very special 356 was held in single Southern California ownership for over 40 years, from 1978 through 2021. The beautifully restored C-Series Carrera 2 is one of only about 100 built, and today is among the most coveted of its kind. **Estimate: \$575,000–\$650,000**

SLEEPER:

1952 Alfa Romeo 1900C Sprint

This sporting Alfa Romeo 1900C Sprint is elegantly presented in two-

tone gray with an accenting blue-and-gray interior. An early example of the 1900C model, this coupe boasts the uprated and desirable 1308-series DOHC engine. In 2018, the beautifully restored Alfa Romeo was honored to be displayed at the Concours of Elegance at the Hampton Court Palace in East Molesey, U.K. The 1900C-series cars represent a transition from the designs of Alfa Romeo's early post-war cars to the mechanical and design advancements that would so successfully carry the marque into the coming decades. Eligible to take part in numerous automotive events and rallies, this beautifully proportioned, Touring-bodied 1900C represents not only Alfa Romeo's illustrious past, but also its bold plans for the future.

Estimate: \$275,000–\$350,000 •

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Barrett-Jackson

Scottsdale 2022



2019 Ford GT Heritage Edition

Insider's tip

Barrett-Jackson celebrates 50 years of “The World’s Greatest Collector Car Auction” at the 2022 Scottsdale sale, its headlining hometown event. Last year, Barrett-Jackson moved its Scottsdale auction from January to March but still raked in over \$101m in sales. Last year’s top seller was a 1966 Shelby Cobra 427 Super Snake at \$5.5m. This year’s event will feature some of the most coveted collector cars and a diverse lineup, including modern supercars, professionally built resto-mods, customs and classics. Where else can you bid on not one, but two second-generation Ford GTs while eating a turkey leg nearly as large as your own?

Last year’s results: 1,063 of 1,063 sold (100%), for total sales of \$101,485,120

Star Cars

2019 Ford GT Heritage Edition

Celebrating the 50th anniversary of the 1968 and 1969 wins at Le Mans, this limited-edition GT features Gulf Oil racing livery. Powered by a 647-hp, 3.5-liter V6 engine mated to a 7-speed dual-clutch automatic transmission. Fewer than 20 actual miles.

2017 Ford GT '66 Heritage Edition

Limited-edition Ford GT '66 Heritage Edition celebrating the 1966 Le Mans-winning GT40 Mark II race car of Bruce McLaren and Chris Amon. Powered by a 3.5-liter V6 engine mated to a 7-speed dual-clutch automatic transmission. Fewer than 30 actual miles.

1967 Chevrolet Corvette custom convertible

Completed in October 2021 by Jeff Hayes Customs, this 1967 Corvette resto-mod is powered by a new GM LS3 540-hp V8 engine paired to a 4L70E automatic transmission. Features an Art Morrison sport chassis with four-wheel Wilwood disc brakes.

1967 Ford Mustang “Eleanor” Tribute Edition

Owned by baseball great Buster Posey; built from the ground up with modern technology and Pro-Touring in mind. Powered by a 572-ci Jon Kaase Racing Engines Modern Boss Nine V8 mated to a built GM 4L80E 4-speed automatic transmission.

Details

Preview: Saturday, January 22–Sunday, January 23

Auction: Daily, Monday, January 24, through Sunday, January 30

Dates and times subject to change. Please verify with the auction house in advance.

Where: WestWorld of Scottsdale, 16601 N. Pima Road, Scottsdale, AZ 85260

Web: www.barrett-jackson.com

Phone: 480.421.6694

Cost: General admission ticket prices vary per day; advance pricing available and discounts for children, seniors, military and students. Bidder registration is \$650 for Tier 1 and \$450 for Tier 2.

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Bonhams

The Scottsdale Auction



1958 AC Ace roadster

Insider's tip

After a live preview and an online streamed auction last year, for 2022 Bonhams returns to a traditional in-person sale at the Westin Kierland Resort & Spa in Scottsdale. This sale, now in its 11th year, promises a curated lineup of high-quality cars, spanning the full spectrum of eras and genres. Bonhams sold nearly \$6m at this auction in 2021, with a 1959 BMW 507 Series II taking high-sale honors at \$1,809,000.

Last year's results: 30 of 37 sold (81%), for total sales of \$5,959,400

Star Cars

1958 AC Ace Roadster

"Best of the Best," no-expense-spared restoration by Kevin Kay Restorations

1902 Darracq Single-Cylinder Tonneau

Formerly part of the famed Harrah Collection, London to Brighton eligible

Several Aston DBs offered without reserve, rare Porsche road cars, and more

Details

Preview: Tuesday, January 25, and Wednesday, January 26, 9 a.m. to 6 p.m.; Thursday, January 27, from 9 a.m. to auction start

Auction: Thursday, January 27

Dates and times subject to change. Please verify with the auction house in advance.

Where: The Westin Kierland Resort & Spa, Pittman Lawn, 6902 E Greenway Parkway, Scottsdale, AZ 85254

Web: www.bonhams.com

Phone: 415.391.4000

Cost: Bidder registration: \$150 (includes catalog, admission for bidder and guest to preview and auction); catalog: \$100 (includes admission for two during preview days); Gallery guide: \$30 (admission for one person to preview days)

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Worldwide Auctioneers

The Scottsdale Auction



1943 Packard Twelve dual-cowl phaeton, sold for \$571,500 in 2021

Insider's tip

This year, Worldwide Auctioneers will be back at Singh Meadows in Tempe, AZ, the site of its 2020 sale. Last year's 2021 "Scottsdale" auction was held at its Auburn, IN, headquarters. This year's sale will be a two-day event in the middle of the Arizona auction week. Expect to see Worldwide's staple fare of pre-war cars and Full Classics as well as plenty of other notable lots.

Last year's results: 58 of 62 sold (94%), for total sales of \$5,382,720

Last year's top seller:

1943 Packard Twelve dual-cowl phaeton at \$571,500

Details

Auction office and bidder registration: Monday, January 24, through Thursday, January 27, 9 a.m.–6 p.m.

Preview: Monday, January 24, through Thursday, January 27, 9 a.m.–6 p.m.

Auction: Wednesday, January 26, 5 p.m.; Thursday, January 27, 11 a.m.

Dates and times subject to change. Please verify with the auction house in advance.

Where: Singh Meadows, 1490 E. Weber Drive, Tempe, AZ 85281

Web: www.worldwideauctioneers.com

Phone: 260.925.6789

Cost: Bidder registration (with catalog): \$150; preview/auction admission (with catalog): \$100; spectator preview/auction admission (no catalog): \$30; spectator auction admission (no catalog): \$15

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RM Sotheby's

Arizona 2022



1988 Cizeta-Moroder V16T

Insider's tip

Last year, RM Sotheby's scaled-down Scottsdale auction was held at a local collector-car storage facility. For 2022, the auction house is back at its traditional venue, the beautiful Arizona Biltmore Resort & Spa in Phoenix. Surely it will be looking to eclipse last year's \$35m in sales, which included the top-selling 1955 Jaguar D-type at \$6m.

Last year's results: 74 of 84 sold (88%), for total sales of \$35,042,020

Star Cars

1988 Cizeta-Moroder V16T

The original Cizeta-Moroder prototype and show car, chassis 001, the most famous example of the model and the only to wear the Cizeta-Moroder nameplate. This fully functioning prototype has benefited from comprehensive restoration work and is now offered by its illustrious owner, music producer and original Cizeta-Moroder investor Giorgio Moroder.

(Estimate: \$900,000–\$1,200,000)

2012 Lexus LFA

Whitest White over exclusive orange/black leather. Original owner; fewer than 4,360 miles. Offered without reserve.

1931 Pierce-Arrow Model 41 Convertible Victoria

Details

Preview: Wednesday, January 26

Auction: Thursday, January 27

Where: Arizona Biltmore Resort & Spa, 2400 E Missouri Ave., Phoenix, AZ 85016

Dates and times subject to change. Please verify with the auction house in advance.

Web: www.rmsothebys.com

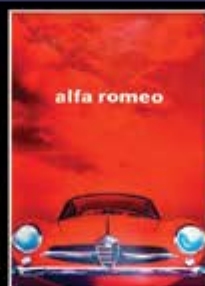
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MAG Auctions

January 2022



2020's top sale: 1968 Shelby GT500 KR at \$167,500

Insider's tip

Motorsport Auction Group is known for offering something for everyone at its sale, with prices ranging from four figures to six. Count on seeing many appealing collector cars change hands at realistic prices at the We-Ko-Pa Casino Resort in Fort McDowell. At its last January sale in 2020 (that one held in Peoria, AZ), more than 300 vehicles were offered, with a median sold price of \$18k.

2020 results: \$2,635,226

2020 top-seller:

1968 Shelby GT500 KR at \$167,500

Details

Auction office and bidder registration: Monday, January 24, through Thursday, January 27, 9 a.m.–5 p.m.

Preview: Friday, January 28, through Saturday, January 29, 9 a.m.

Auction: Friday, January 28, through Saturday, January 29, 11 a.m.

Dates and times subject to change. Please verify with the auction house in advance.

Where: We-Ko-Pa Casino Resort, 10438 WeKoPa Way, Fort McDowell, AZ 85264

Web: www.motorsportauktiongroup.com

Phone: 888.330.0749

Cost: Bidder's registration: \$50 (in-person), \$100 (online/telephone/proxy)



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Gooding & Company

Geared Online: Scottsdale Edition



1964 Porsche 356C Carrera 2 coupe

Insider's tip

Gooding & Company's 14th annual Scottsdale auction will again be held entirely online. An in-person preview will be held in the Los Angeles area in mid-January, and in Scottsdale the week of the sale. (Venues will be announced.) Last year, Gooding & Company sold nearly \$7.2m at its Geared Online: Scottsdale Edition auction; the top seller was a 1966 Ferrari 275 GTB at \$1,936,000. This year, expect a similar inventory of primarily post-war European collector cars, both classic and contemporary, including a 1964 Porsche 356C Carrera 2 coupe and a 1952 Alfa Romeo 1900C Sprint.

Last year's results: 25 of 34 sold (74%), for total sales of \$7,177,500

Star Cars

1964 Porsche 356C Carrera 2 coupe

Offered for public sale for the first time, this special 356 was held in single Southern California ownership for over 40 years, from 1978 through 2021. The beautifully restored C-Series Carrera 2 is one of only about 100 built, and today is among the most coveted of its kind. **(Estimate: \$575,000–\$650,000)**

1952 Alfa Romeo 1900C Sprint

An early example of the 1900C model, this coupe boasts the uprated and desirable 1308-series DOHC engine. In 2018, the beautifully restored Alfa Romeo was honored with being displayed at the Concours of Elegance at the Hampton Court Palace in East Molesey, U.K. **(Estimate: \$275,000–\$350,000)**

Details

Preview: January 18–21 in Van Nuys, CA; January 26–28 in Scottsdale, AZ (email clientservices@goodingco.com for details). Online catalog available from Tuesday, January 18.

Auction: Online auction opens Monday, January 24, at 10 a.m. MST. Lots begin closing on Friday, January 28, at 11 a.m. MST.

Dates and times subject to change. Please verify with the auction house in advance.

Where: Auction is online, previews are in-person

Web: www.goodingco.com

Phone: 310.899.1960

Cost: Bidder registration for all Geared Online auctions is free

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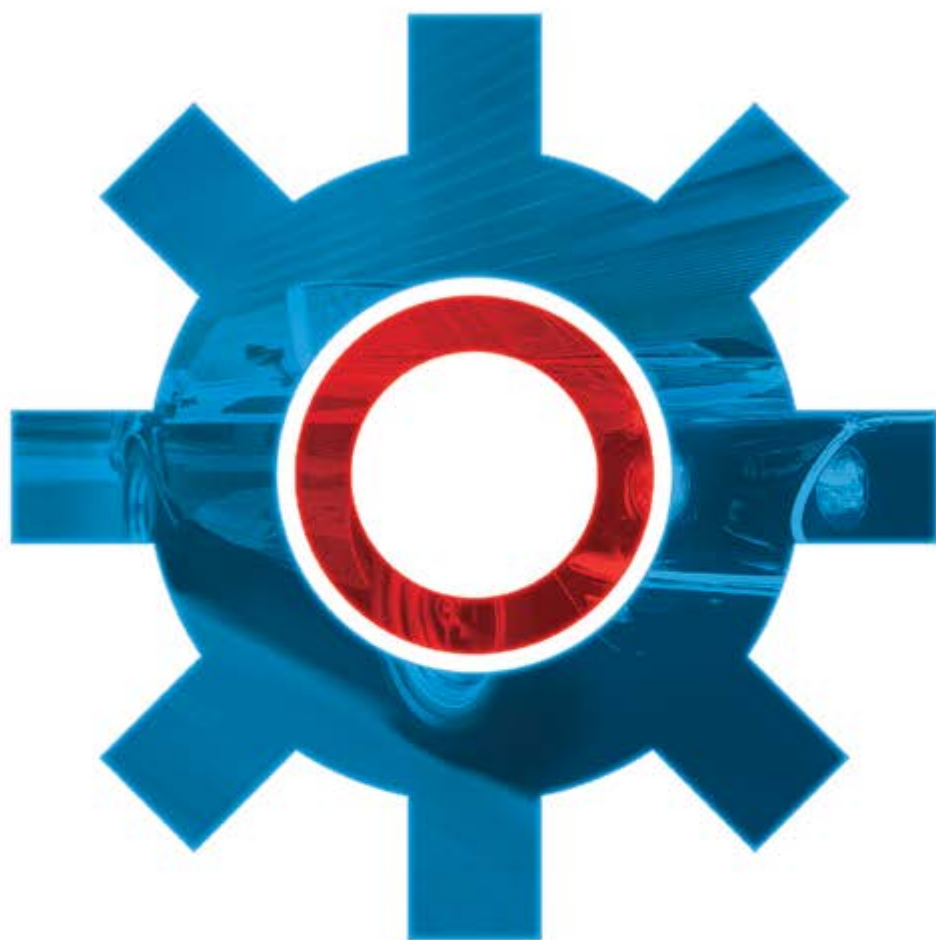


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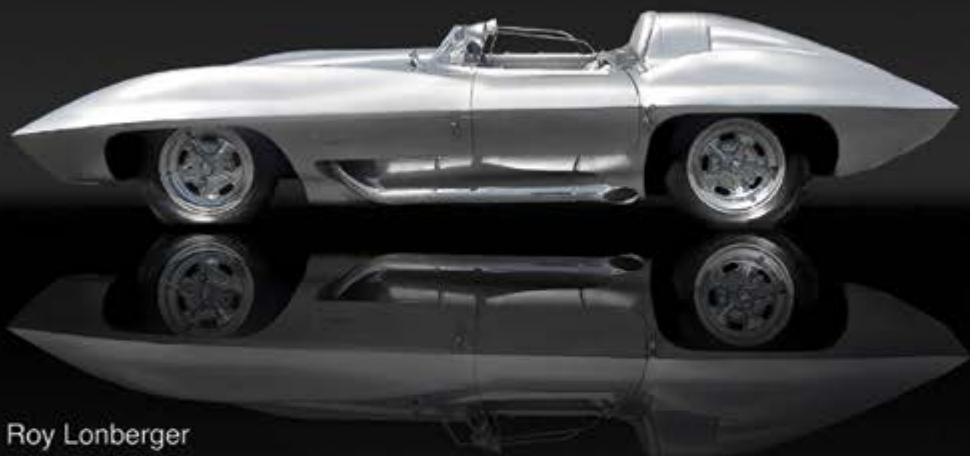
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Timeline of Events

	JANUARY 22 SATURDAY	JANUARY 23 SUNDAY	JANUARY 24 MONDAY	JANUARY 25 TUESDAY
Barrett-Jackson PREVIEW January 22–23 AUCTION January 24–30	PREVIEW		AUCTION	
Bonhams PREVIEW January 25–26, 9 a.m.– 6 p.m., January 27, 9 a.m. AUCTION January 27				PREVIEW
Worldwide Auctioneers PREVIEW January 24–27, 9 a.m.–6 p.m. AUCTION January 26, 5 p.m., January 27, 11 a.m.			PREVIEW	
RM Sotheby's PREVIEW January 26 AUCTION January 27				
MAG Auctions PREVIEW January 28–29, from 9 a.m. AUCTION January 28–29, 11 a.m.				
Gooding & Company PREVIEW January 26–28 AUCTION (ONLINE) January 24–28			AUCTION	

JANUARY 26 WEDNESDAY	JANUARY 27 THURSDAY	JANUARY 28 FRIDAY	JANUARY 29 SATURDAY	JANUARY 30 SUNDAY
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	AUCTION			
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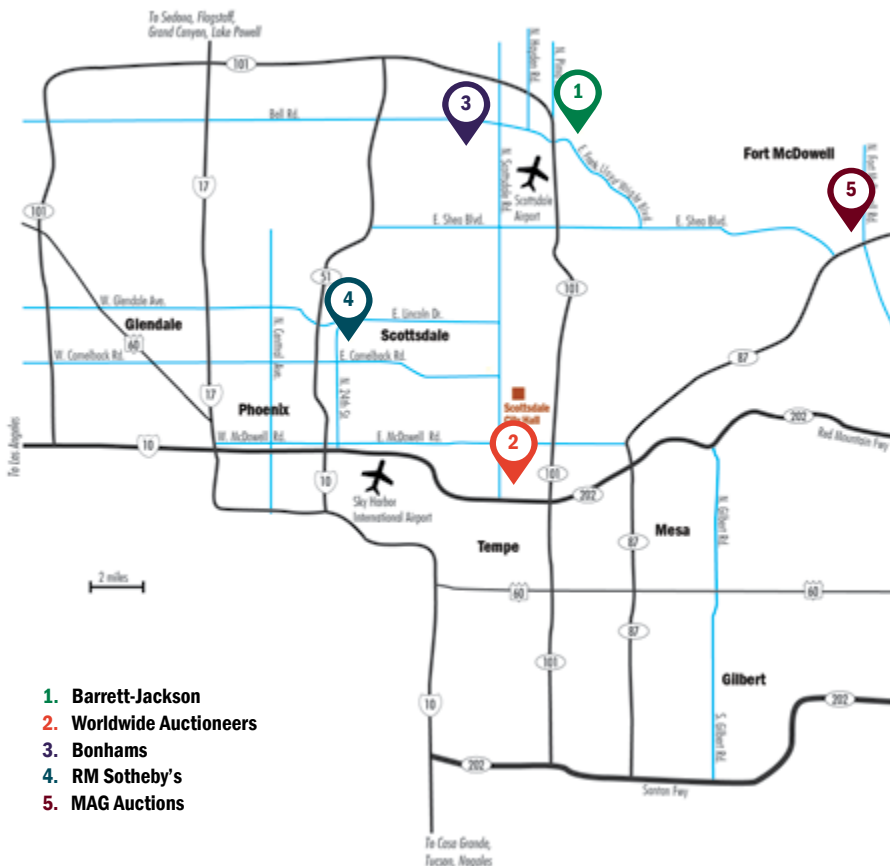
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PREVIEW	AUCTION		
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		AUCTION
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PREVIEW		

Arizona Area Map



1. Barrett-Jackson
2. Worldwide Auctioneers
3. Bonhams
4. RM Sotheby's
5. MAG Auctions

DRIVE TIMES FROM SCOTTSDALE CITY HALL TO:

Barrett-Jackson
12 miles/19 min.
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Scottsdale, AZ

Worldwide Auctioneers
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Bonhams
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MAG Auctions
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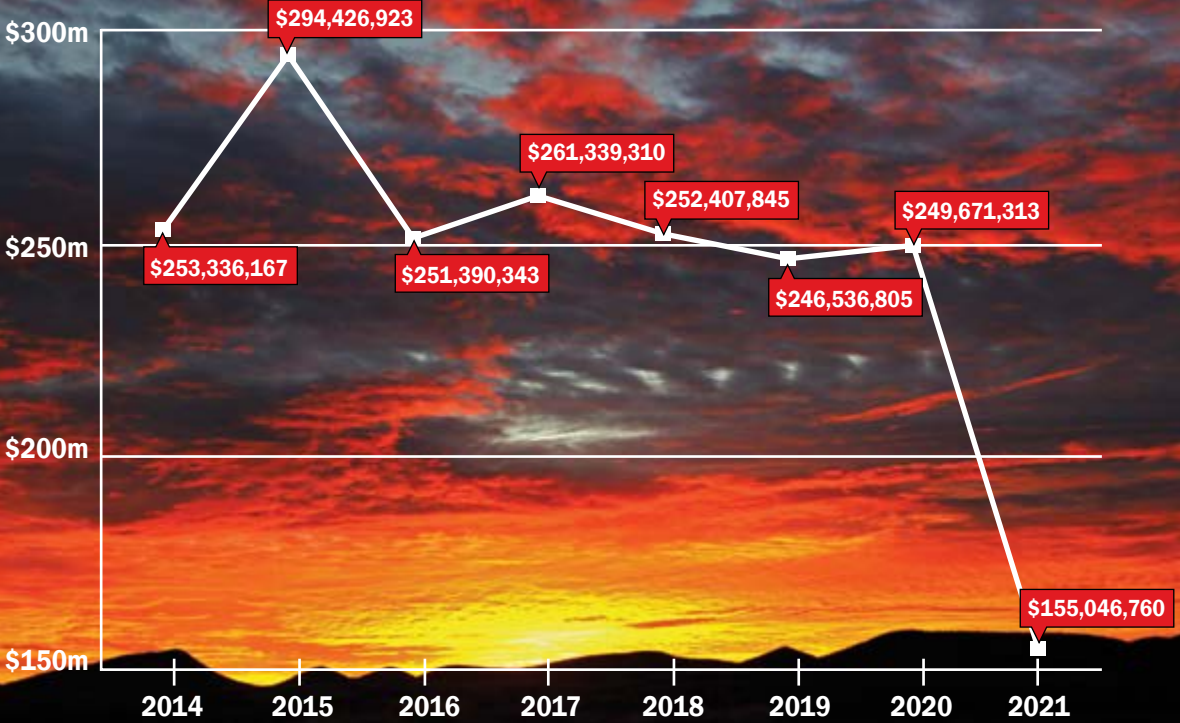


1967 LANCIA FULVIA 1.3 HF



1974 ALFA ROMEO SPIDER

Arizona Auctions Total Sales by Year



YEAR	TOTAL SALES	AVERAGE SOLD PRICE	CARS SOLD / CARS OFFERED	SOLD PERCENTAGE
2014	\$253,336,167	\$106,399	2,381 / 2,813	85%
2015	\$294,426,923	\$114,252	2,577 / 2,930	88%
2016	\$251,390,343	\$96,726	2,599 / 3,071	85%
2017	\$261,339,310	\$89,133	2,932 / 3,466	85%
2018	\$252,407,845	\$91,518	2,758 / 3,252	85%
2019	\$246,536,805	\$97,716	2,523 / 2,880	88%
2020	\$249,671,313	\$80,461	3,103 / 3,853	81%
2021	\$155,046,760	\$124,037	1,250 / 1,280	98%

MAG *Auctions*

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2022



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Top 10 Arizona Sales by Year



Patrick Ernzen © 2020, courtesy of RM Sotheby's

1955 Jaguar D-type roadster, the \$6m top sale of 2021

Rank	Sold Price	Model	Auction, Lot
2021			
1	\$6,000,000	1955 Jaguar D-type roadster	RMS, #141
2	\$5,500,000	1966 Shelby Cobra 427 Super Snake roadster	B-J, #1396
3	\$4,735,000	1937 Bugatti Type 57SC Corsica tourer	RMS, #150
4	\$3,277,500	2020 McLaren Speedtail coupe	RMS, #175
5	\$2,557,000	1954 Ferrari 375 America Vignale coupe	RMS, #162
6	\$2,500,000	2022 GMC Hummer EV Edition 1 VIN #1 pickup (charity sale)	B-J, #3007
7	\$2,475,000	1967 Ferrari 275 GTB/4 coupe	B-J, #1394
8	\$1,936,000	1966 Ferrari 275 GTB long-nose coupe	G&C, #37
9	\$1,809,000	1959 BMW 507 Series II convertible	Bon, #115
10	\$1,352,500	1956 Ferrari 250 GT alloy Boano coupe	RMS, #143
2020			
1	\$3,222,500	1995 Ferrari F50 convertible	G&C, #44
2	\$3,000,000	2020 Chevrolet Corvette VIN #1 coupe (charity sale)	B-J, #3007
3	\$2,425,000	1932 Hispano-Suiza J12 dual-cowl phaeton	G&C, #143
4	\$2,370,000	2018 Pagani Huayra Roadster	RMS, #147
5	\$2,040,000	1948 Tucker 48 sedan	G&C, #121
6	\$2,000,000	2021 Lexus LC 500 Inspiration Series convertible (charity sale)	B-J, #3003
7	\$1,985,000	1967 Ferrari 330 GTS Spyder	G&C, #154
8	\$1,930,000	1951 Ferrari 212 Inter Vignale cabriolet	Bon, #54
(Tie)	\$1,930,000	1972 Ferrari 365 GTS/4 Daytona Spyder	G&C, #42
10	\$1,710,000	1967 Ferrari 330 GTS Spyder	RMS, #242

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A LOOK BACK TOP 10 ARIZONA SALES BY YEAR

Rank	Sold Price	Model	Auction, Lot
2019			
1	\$7,595,000	1963 Ferrari 250 GT SWB Series II Lusso coupe	G&C, #121
2	\$5,890,000	1958 Ferrari 250 GT Tour de France coupe	G&C, #28
3	\$5,395,000	1953 Ferrari 250 MM Series II Spyder	G&C, #42
4	\$3,360,000	1985 Ferrari 288 GTO coupe	RMS, #149
5	\$2,755,000	1951 Maserati A6G/2000 Frua Spider	Bon, #54
6	\$2,507,500	1985 Ferrari 288 GTO coupe	G&C, #52
7	\$2,500,000	2019 Ford GT Heritage Edition VIN #1 coupe (charity sale)	B-J, #3012
8	\$2,175,000	1958 BMW 507 Series II convertible	RMS, #246
9	\$2,100,000	2020 Toyota Supra VIN #1 coupe (charity sale)	B-J, #3010
10	\$2,012,500	1967 Ferrari 330 GTS Spyder	RMS, #142

2018			
1	\$8,085,000	1965 Ferrari 275 GTB Speciale coupe	G&C, #134
2	\$5,170,000	1958 Porsche 550A Spyder	Bon, #44
3	\$4,455,000	1954 Ferrari 500 Mondial Series I roadster	G&C, #34
4	\$4,070,000	1931 Bugatti Type 55 roadster	G&C, #122
5	\$2,947,500	1966 Shelby Cobra 427 semi-competition roadster	RMS, #154
6	\$2,640,000	1972 Ferrari 365 GTS/4 Daytona Spyder	Bon, #25
7	\$2,530,000	1967 Ferrari 330 GTS Spyder	G&C, #138
8	\$2,500,000	2017 Ford GT coupe (charity sale)	B-J, #3010
9	\$2,090,000	2014 Pagani Huayra coupe	G&C, #47
10	\$1,792,500	1948 Tucker 48 sedan	RMS, #137

2017			
1	\$7,370,000	1963 Jaguar E-type Lightweight Series I competition coupe	Bon, #24
2	\$6,600,000	1939 Mercedes-Benz 540K Special roadster	RMS, #258
3	\$6,380,000	1952 Ferrari 340 America Competizione Spyder	Bon, #44
4	\$4,812,500	1928 Mercedes-Benz Typ S 26/120/180 Supercharged tourer	Bon, #54
5	\$3,602,500	1969 Ferrari 365 GTS Spyder	RMS, #263
6	\$3,300,000	1925 Bugatti Type 35 Grand Prix roadster	G&C, #22
7	\$3,135,000	1995 Ferrari F50 convertible	RMS, #227
8	\$3,080,000	1961 Ferrari 400 Superamerica SWB Aerodinamico coupe	RMS, #231
9	\$2,915,000	1965 Ferrari 500 Superfast coupe	G&C, #126
10	\$2,805,000	1931 Alfa Romeo 6C 1750 Supercharged GS Spyder	Bon, #30



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A LOOK BACK TOP 10 ARIZONA SALES BY YEAR

Rank	Sold Price	Model	Auction, Lot
2016			
1	\$9,900,000	1937 Mercedes-Benz 540K Special roadster	RMS, #242
2	\$6,490,000	1950 Ferrari 166 MM/195 S Le Mans coupe	G&C, #33
3	\$3,410,000	1967 Ferrari 330 GTC Speciale coupe	G&C, #145
4	\$3,000,000	1929 Duesenberg Model J Torpedo convertible	RMS, #133
5	\$2,860,000	2003 Ferrari Enzo coupe	G&C, #122
6	\$2,420,000	1929 Duesenberg Model J dual-cowl phaeton	G&C, #51
7	\$2,400,000	1995 Ferrari F50 coupe	G&C, #126
8	\$2,255,000	1965 Shelby Cobra 427 Competition roadster	RMS, #140
9	\$2,117,500	1965 Ferrari 275 GTB coupe	RMS, #145
10	\$2,090,000	2015 McLaren P1 coupe	Bon, #12

2015			
1	\$9,625,000	1964 Ferrari 250 LM	RMS, #250
2	\$9,405,000	1966 Ferrari 275 GTB Competizione coupe	Bon, #128
3	\$7,700,000	1959 Ferrari 250 GT LWB California Spyder	G&C, #46
4	\$5,115,000	1966 Shelby Cobra 427 Super Snake roadster	B-J, #2509
5	\$4,070,000	1962 Ferrari 400 Superamerica Series I coupe	G&C, #132
6	\$4,000,000	1950 GM Futurliner Parade of Progress bus	B-J, #2501
7	\$3,657,500	1967 Ferrari 275 GTB/4	RMS, #241
8	\$3,300,000	1954 Pontiac Bonneville Special Motorama concept roadster	B-J, #2500
(Tie)	\$3,300,000	1973 Ferrari 365 GTS/4 Daytona Spyder	RMS, #235
10	\$2,750,000	1966 Ferrari 275 GTB coupe	RMS, #115
(Tie)	\$2,750,000	1984 Ferrari 288 GTO coupe	RMS, #158

2014			
1	\$8,800,000	1958 Ferrari 250 GT LWB California Spyder	RMS, #112
2	\$6,160,000	1958 Ferrari 250 GT Series I cabriolet	G&C, #39
3	\$5,280,000	1997 McLaren F1 GTR Longtail racer	G&C, #137
4	\$3,850,000	1967 Chevrolet Corvette L88 coupe	B-J, #5035
5	\$3,300,000	1956 Ferrari 410 Superamerica Series I coupe	G&C, #14
6	\$3,190,000	1951 Ferrari 212 Export coupe	Bon, #173
7	\$3,080,000	1931 Alfa Romeo 6C 1750 Supercharged GS Spider	Bon, #130
8	\$2,860,000	1969 Chevrolet Corvette L88 #57 Rebel racer	B-J, #5022
9	\$2,750,000	1961 Porsche RS 61 Spyder	RMS, #51
10	\$2,640,000	1966 Ferrari 275 GTB/6C	Bon, #112



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A LOOK BACK TOP 10 ARIZONA SALES BY YEAR

Rank	Sold Price	Model	Auction, Lot
2013			
1	\$8,250,000	1958 Ferrari 250 GT LWB California Spyder	G&C, #30
2	\$8,140,000	1960 Ferrari 250 GT SWB Competizione coupe	RMS, #164
3	\$4,620,000	1966 "Batmobile"	B-J, #5037
4	\$3,135,000	1959 Porsche RSK	G&C, #112
5	\$3,080,000	1957 Maserati 150GT Spider	G&C, #122
6	\$2,750,000	1935 Mercedes-Benz 500K Cabriolet A	G&C, #38
7	\$2,695,000	1933 Duesenberg Model J convertible	G&C, #116
8	\$2,365,000	1958 Ferrari 250 GT Speciale coupe	G&C, #126
9	\$2,035,000	1955 Mercedes-Benz 300SL Gullwing	B-J, #5001
(Tie)	\$2,035,000	1947 Talbot-Lago T26 Grand Sport	B-J, #5019
(Tie)	\$2,035,000	1938 Bugatti Type 57C Atalante	G&C, #25

2012			
1	\$4,620,000	1955 Mercedes-Benz 300SL Alloy Gullwing	G&C, #27
2	\$3,905,000	1959 Ferrari 250 GT LWB California Spyder	G&C, #143
3	\$2,915,000	1948 Tucker Torpedo sedan	B-J, #5008
4	\$2,750,000	1947 Bentley Mark VI Franay cabriolet	B-J, #5005
5	\$2,640,000	1930 Duesenberg Model J convertible	G&C, #112
6	\$2,200,000	1954 Mercedes-Benz 300SL Gullwing	B-J, #5000
(Tie)	\$2,200,000	1933 Pierce-Arrow Silver Arrow sedan	B-J, #5002
8	\$2,145,000	1929 Bentley 4½ Litre tourer	G&C, #33
9	\$1,815,000	1957 Ferrari 410 Superamerica coupe	RMS, #232
10	\$1,430,000	1954 DeSoto Adventurer II	B-J, #5002.1

2011			
1	\$2,090,000	2006 Ferrari FXX Evolution coupe	G&C, #58
2	\$1,870,000	1949 Ferrari 166 MM Barchetta	RMS, #285
3	\$1,760,000	1933 Packard Twelve Sport phaeton	RMS, #260
4	\$1,705,000	1970 Plymouth Hemi 'Cuda convertible	R&S, #S723
(Tie)	\$1,705,000	1953 Fiat 8V Supersonic	G&C, #157
6	\$1,485,000	1930 Duesenberg Model J dual-cowl phaeton	G&C, #111
7	\$1,430,000	1965 Ferrari 275 GTB Alloy Long-Nose coupe	G&C, #122
8	\$1,375,000	1955 Mercedes-Benz 300SL Gullwing	RMS, #249
9	\$1,237,500	1929 Duesenberg Model J dual-cowl phaeton	RMS, #219
10	\$1,100,000	1967 Ferrari 275 GTB/4 coupe	G&C, #170

COLLECTOR CAR FRAUD

- ◆ Seller Misrepresentation
- ◆ Odometer Problems-TMU/Exempt
- ◆ Auction/Internet Problems
- ◆ Title Problems-Open Titles
- ◆ Fraudulent Documentation
- ◆ Restamping-Engines/Trim Tags
- ◆ Inaccurate Car Appraisals
- ◆ Shipping/Carrier Damage
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50-STATE REPRESENTATION

Beat the Heat

Five steps to finding a bargain or at least the car you want

by B. Mitchell Carlson

I have been attending January auctions in Arizona since the early 1990s, so I've seen my share of them in The Valley of the Sun. Most Arizona auction-goers are seeking out a specific type of vehicle with a budget in mind. What follows are some pointers for getting the car you want without breaking the bank — on the front end or when you get it home — regardless of the venue.



Be sure to inspect your choices at least a day before they cross the block

1. Do your homework (there will be a test)

Make a plan. Write out your plan (on paper or in a note-taking app on your phone), listing all the cars that you might want to bid on. Then be sure to fully inspect them at least a day before they are scheduled to cross the block.

Regardless of what you're shopping for, look through the online listings for all the auction companies, even ones you weren't thinking about attending. If your plan is to go to MAG looking for a \$25k-\$30k post-war American car, still investigate the Barrett-Jackson, RM Sotheby's, Worldwide, Gooding & Co. and Bonhams catalogs for similar cars too.

Even though auction houses carry reputations for specializing in certain types of cars, every collector-car auction is looking to pad its fare with cars selling at different segments of the market. Frequently, they have whole collections that the auction house has agreed to run in a "take them all or you get none" contract with a consignor.

With a docket heavy on Ferraris and Porsches, a low-mile original 1969 Lincoln Continental Mark III may go begging at the end of the day. So get an idea on when those sorts of fish-out-of-water cars will be crossing the block and be there — even if it means walking away from prime time at another venue. (And especially if there was nothing you were planning to buy there anyway.)

2. Recon the auctions — and how to get to them

Learn the lay of the land and factor that in when heading to other venues. You may have been to a sale years

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1985 FERRARI 288 GTO

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ago, but don't assume that it's still 30 minutes door-to-door. I find that each year, travel times tend to ebb and flow — more often taking longer than the last time I was in town.

Winter is prime time for road construction in Phoenix, and you may find that the 101 freeway is down to one lane after 7 p.m., bunging up everything else. One of the benefits of getting in even just a day earlier is running the route you plan on using between the auctions to see what's changed in the past few years, in addition to scoping out the cars you may be interested in ahead of time.

3. Remember that plan? Stick to it

Having reviewed the auction listings ahead of time, now is the time for the test. When at your first auction, the '67 Alfa Duetto you liked sold for more than what you were willing to pay. What do you do?

A. Hang out to see if you can snag the no-reserve '73 GTV 18 lots later that you just noticed in the staging lanes?

B. Hit the trail and try for another Duetto that's selling later in the evening across town, a car you looked at earlier in the week that's also on your list?

If you answered A, go back and reread step 1. More often than not, you'll be happier with a car you intended to get than a "but I got it cheap" car you didn't really want.

4. Bid off-peak — better early than late

Just like the power company, off-peak hours bring cheaper rates. The best deals at multi-day sales like Barrett-Jackson are on the first day of the auction. If you are looking for a

reasonable price on a sub-\$50k car, the first day is when it will most likely happen. This happens at other venues on a lesser scale, but for those who want the cachet of buying a car at Barrett-Jackson (and joining an even-more-exclusive club — getting a bargain there), the first lots are the

honey hole for deals.

While there are also deals occasionally at the end of their auction on Sunday, in today's market — where dealers are bidding aggressively for inventory — those with empty spaces on their trailers will be more likely to bid stronger on the final lots. The



Avoid bidding during peak times



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Using a professional transportation carrier can save you taxes and fees

trailer is already paid for, so it makes sense to go home with a full load.

On the front end of the auction, most bidders are still looking at many possibilities, so they won't be as aggressive. The side benefit to buying early is that with the lightest crowds, you can be done and gone, avoiding the peak days on Friday and Saturday.

5. Build transportation into your price

No, it's not cheaper to drive your car off the auction grounds. Unless you live in Arizona, intend to license your car there and have a place to

park your new purchase, it's a fool's errand to "drive it home."

On the surface, it seems like hiring a carrier to haul your new treasure might be expensive. Above and beyond the potential for breakdowns while driving an unknown car home (or even hauling it home yourself in the middle of winter; Arizona may be warm, but it still has mountains and snow), a major point against DIY-ing this is transferring title.

If you have an ICC-licensed carrier transport it on a Bill of Lading issued by the auction company from the auction to your home state, you only pay your state's taxes and licensing fees, since you didn't take posses-

sion until it arrived at your home. Driving it off the grounds, however, means you will pay Arizona title and transfer fees, plus Arizona, Maricopa County, Scottsdale or Phoenix sales tax on your purchase price (dependent upon the venue). When you get back to your home state, you may or may not be able to recover any of those taxes and fees.

Based on recent personal experience during the pandemic, Arizona's DOT has become more difficult to deal with for title transfers to other states. (Not that it's been easier in any of the other 49 states.) With this in mind, shipping your new collector car home makes sense. ■

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1992 Ferrari F40 at Mecum Auctions Kissimmee 2022

Mecum Auctions Kissimmee 2022

Preview: Thursday, January 6, through Saturday, January 15, 8 a.m. to auction start

Auction: Thursday, January 6, through Sunday, January 9, 10 a.m.; Tuesday, January 11, and Wednesday, January 12, 10 a.m.; Thursday, January 13, through Saturday, January 15, 9 a.m. (Monday, January 10, Road Art at 10 a.m.)

Where: Osceola Heritage Park, 1875 Silver Spur Lane, Kissimmee, FL 34744

Web: www.mecum.com

Phone: 262.275.5050

Cost: Bidder registration: \$200 (standard), \$500 (Gold, includes registration to all 2022 Mecum auctions). General admission: \$20 per person in advance through January 5, \$30 per person thereafter.

Last year's results: 2,030 cars sold of 2,281 (89%), for total sales of \$122.8m

Mecum is expecting about 3,500 vehicles at its "World's Largest Collector Car Auction" in Kissimmee, FL. Mecum's year-opening event will also be the first in their partnership with Motortrend TV, with the auction being broadcast live (see Mecum's website for programming details and times). Featured Kissimmee lots

include a 1966 Chevrolet Corvette Pilot Line L88, 1963 Chevrolet Corvette Z06 "Gulf One," 1957 Chevrolet Corvette Super Sport Show Car and a 1992 Ferrari F40.

Mecum Auctions 31st Annual Vintage & Antique Motorcycle Auction, Las Vegas

Preview: Tuesday, January 25, through Saturday, January 29, 8 a.m. to auction start

Auction: Tuesday, January 25, 1 p.m.; Wednesday, January 26, through Saturday, January 29, 10 a.m.

Where: South Point Hotel & Casino, 9777 Las Vegas Blvd S, Las Vegas, NV 89183

Web: www.mecum.com

Phone: 262.275.5050

Cost: Bidder registration: \$200 (standard), \$500 (Gold, includes registration to all 2022 Mecum auctions). General admission: \$20 per person



1910 Harley-Davidson Belt-Drive Single

in advance through January 24, \$30 thereafter

Last year's results: 1,151 motorcycles sold of 1,214 (95%), for total sales of \$17.5m

If you love two-wheeled vehicles as much as four-wheeled ones, you'll want to check out Mecum's 31st Annual Vintage & Antique Motorcycle Auction in Las Vegas. Moved from April to January for 2022, some 1,750 motorcycles are expected to be offered, meaning there's likely one to catch the fancy of every rider. Featured lots include a 1910 Harley-Davidson Belt-Drive Single, 1934 Harley-Davidson VLD Big Twin, 1962 Triumph TR6SS Desert Sled, and 1970 Yamaha RT1. If you can't make the event in person at the South Point Hotel & Casino, watch live on Motortrend TV (check Mecum's website for programming schedule).

Barrett-Jackson Automobilia Auction, Scottsdale 2022

Preview: Saturday, January 22, through Sunday, January 30

Auction: Saturday, January 22, through Sunday, January 30

Where: WestWorld of Scottsdale, 16601 North Pima Road, Scottsdale, AZ 85260

Web: www.barrett-jackson.com

Phone: 480.421.6694

Cost: Bidder registration: \$50 (in-house bidders, does not include auction admission), \$25 (absentee or internet bidders)

The Barrett-Jackson Automobilia Auction offers an array of the finest and rarest one-of-a-kind automotive collectibles. From dealership signs, hood mascots and transportation toys to gas pumps, racing posters and garage relics, the auction has something for everyone, all being sold without reserve. ■

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