

Sports Car Market

Insider's Guide to the

ARIZONA AUCTIONS 2021



15th
ANNUAL GUIDE —
Complete Schedule of Events

- ★ FEATURED CARS
- ★ WHERE TO GO
- ★ HOW TO BID



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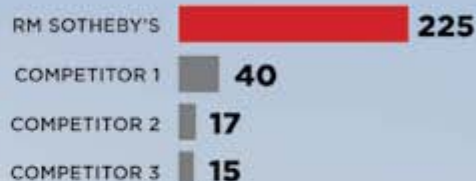
KEY STATS FROM RMS' DEDICATED ONLINE ONLY MOTOR CAR AUCTIONS IN 2020 YTD

Key Stats for Cars Offered in an RM's Online Only Consignment Sale With Low Estimate >\$100K

- Average sale price was \$329K
- Over 6.4K bids were placed
- Average of 18 bids per car
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- Average of 2.4K page views per lot



Number of Cars Sold Online in 2020 >\$100K*



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*Based on publicly available auction results

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A Different Year

For 34 years, my advice for those going to the Arizona auctions has been the same. Take a down parka for the cold nights and sunscreen for the bright sunny days. Be sure to have a good GPS in your rental car, as distances between events can be daunting.

This year I have different thoughts to share.

Rather than worry about warm jackets, sunscreen and the rental car, I suggest you thumb through this guide and go to each auction company's website to view their offerings.

Don't be shy about emailing them and creating a relationship with their specialists. You will find them eager to help you make a decision about whether a car is right for you, and help you decide how much to pay.

Mark in your calendar which auction companies will be live-streaming their events, and tune in to watch the cars in which you are interested. I just watched the RM Sotheby's sale of the BAT Alfa cars, and while the bidding was lackluster, it was still fun to feel like I was in the room.

While the "live phase" of the collector-car market is still in recovery mode, the buying and selling continues to increase in volume.

In this guide, we will point out how to attend the Arizona auctions in person, as well as how to participate virtually.



How Arizona looked in 2020 vs. how it's more likely to look this year

Last year, the combined sales of all of the Arizona auctions was \$249,671,313. We will all be watching how the sales stack up this year.

I will dearly miss seeing my friends and SCM subscribers; our recent isolation has brought home just how much of the car world is interaction-related.

My plan for Arizona Auction Week is to have a good supply of Oregon pinot noir on hand, to put the live-stream auctions on the big screen, and to watch the market unfold before my eyes.

And maybe even buy a car or two. — **Keith Martin**, Publisher, *Sports Car Market* ■

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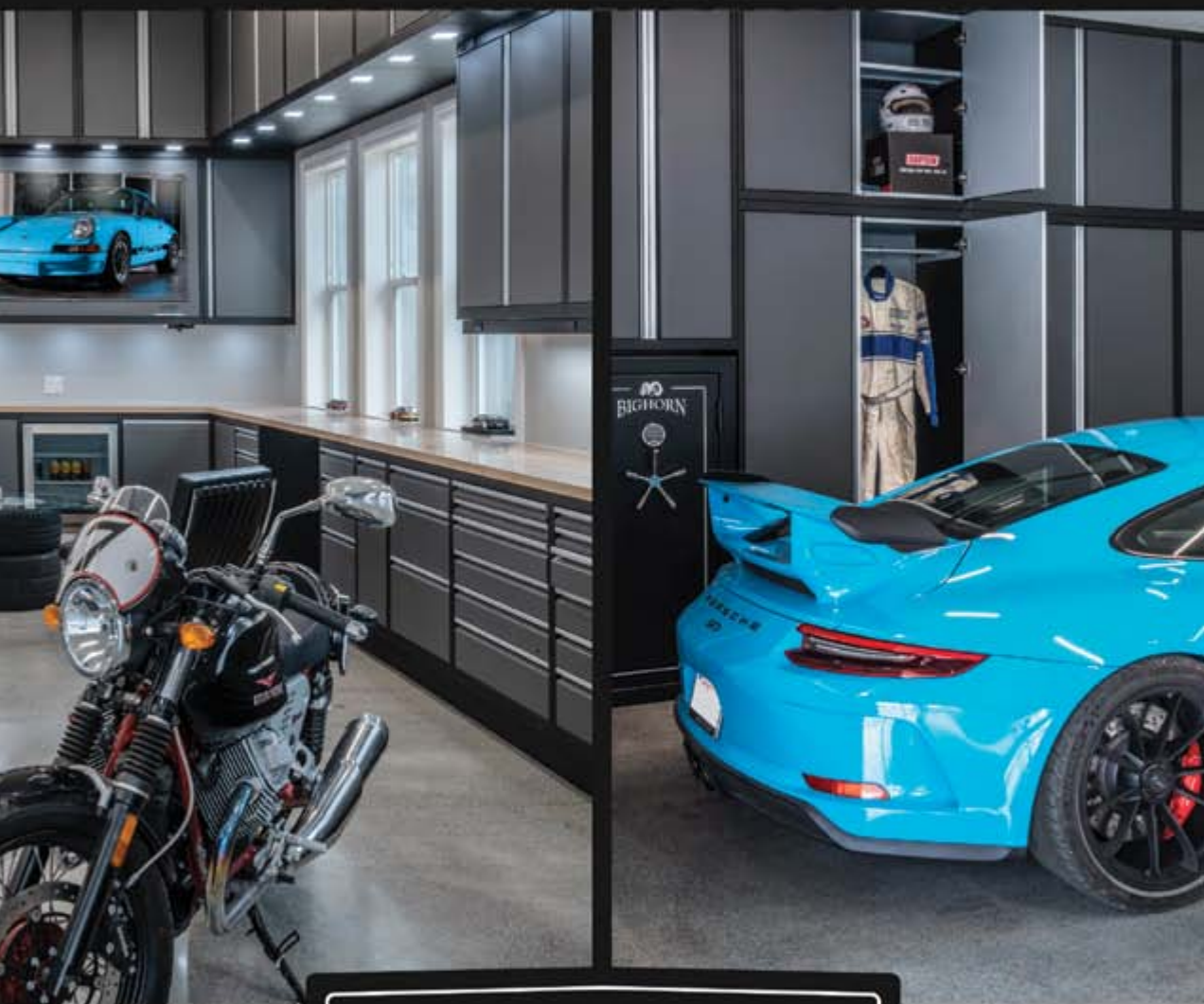
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Arizona Auction Roundtable

The auction houses pick their star cars and sleepers of Arizona 2021



Barrett-Jackson Star Car: 2018 Ford GT '67 Heritage Edition

Barrett-Jackson



CRAIG JACKSON, Chairman and CEO, Barrett-Jackson, Scottsdale, AZ

STAR CAR: The 2018 Ford GT '67 Heritage Edition pays tribute to the historic 1967 Le Mans winner, which was a collaboration between Ford Motor Company and Shelby American. Wearing the same Race

Red exterior with white stripes livery as the original, this modern GT celebrates the first time Le Mans was won by a race car that was designed, built and raced by an all-American team. The exterior features a Frozen White No. 1 hood and door graphics, which was the livery on the 1967 car raced by Dan Gurney and A.J. Foyt.

SLEEPER: The rise in popularity of and demand for resto-mod trucks and SUVs makes the 1952 Dodge Power Wagon custom pickup an up-and-coming collectible. The Power Wagon was the first mass-produced 4x4 medium-duty truck, and it played a key role in the development of today's 4-wheel-drive trucks. This version offers the nostalgic design of the past with an interior stylized to reflect the new Piper M600 aircraft with genuine leather and diamond stitching, as well as a touchscreen GPS/radio.

Worldwide Auctioneers



ROD C. EGAN, Partner, Worldwide Auctioneers, Auburn, IN

STAR CAR: This wonderful 1934 Packard Twelve 1107 phaeton was used by President Franklin D. Roosevelt for the Chicago dedication parade. It's one of only five produced and was originally ordered

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Worldwide Star Car: 1934 Packard Twelve 1107 phaeton

with an array of optional accessories. The car has been restored by Fran Roxas and was recently freshened by Stone Barn Restorations, and is the recipient of many significant awards including the Pebble Beach Concours d'Elegance Best in Class and CCCA Primary, Senior and Premier, first place, and multiple 100-point scores. It is an icon of the Classic era with an exceptional design, outstanding provenance, comprehensive documentation and just 21,000 original miles from new.

SLEEPER: 2009 Corvette Daytona prototype DP01004. Highly competitive and race-ready, this is the 2013 IMSA Championship-winning car campaigned by WTR Racing, complete with new Tremec 5-speed sequential gearbox and spares package. It combines a championship-winning pedigree with great usability for a plethora of track events, shows and concours alike. Seldom do cars like

this come to market, and we eagerly anticipate a great result.

Bonhams



JAKOB GREISEN, Vice President, Head of U.S. Motoring, Bonhams, San Francisco, CA

STAR CAR: Among the star cars is an exceptional nut-and-bolt-restored 1958 Porsche 356A Speedster. The restoration was carried out to factory-correct speci-

fications, and the sporty Speedster retains its original matching-numbers driveline and Reutter bodywork. The car is from the final production year, and is therefore a rare T2 model, featuring the desirable upgrades carried out during the production run. As the icing on the cake, the Speedster is equipped with sporty and rare period-correct Rudge wheels, a desirable factory option for the iconic Porsche 356A Speedster.

SLEEPER: Another noteworthy car in our Scottsdale lineup is the 1992 Lancia Delta HF Integrale Evoluzione 1 in the desirable Martini 6 livery. This well-preserved, low-mileage example is the 145th of just 310 cars produced, has a known ownership history since new, and has been diligently serviced and maintained. These Giugiaro-designed engineering marvels are exciting to drive, and among the most iconic cars of the 1990s. ■



Bonhams Star Car: 1958 Porsche 356A Speedster

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UPCOMING AUCTION DATES

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PALM BEACH, FL
April 8-10, 2021



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Barrett-Jackson

Scottsdale 2021



1930 Ford Model A custom roadster "Dirt 30"

Insider's tip

Last year, hundreds of thousands of enthusiasts, bidders and consignors packed into WestWorld, where they found nearly 2,000 cars for sale, in addition to the Lifestyle Pavilion's acres of retail space. This year, things will certainly be different, as Barrett-Jackson is closely following local, state and federal health and safety protocols, including physical-distancing recommendations. The 2021 Barrett-Jackson Scottsdale Auction will kick off "The Road to 50," a yearlong celebration of the company's 50th anniversary. This year's sale begins on Saturday, January 16, and runs until the following Sunday, January 24. "The World's Greatest Collector Car Auction" will feature some of the most coveted collector cars on a docket rich with diversity, including modern supercars, professionally built resto-mods, customs and classics.

Last year's results: 1,929 of 1,930 sold (99.95%), for total sales of \$137,353,770

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1963 Chevrolet Corvette custom Split-Window coupe

Star Cars

1963 Chevrolet Corvette custom Split-Window coupe

Frame-off restoration and custom build by the renowned Paul Atkins; powered by a modern LT4 6.2-liter V8 with a 6-speed manual transmission

1930 Ford Model A custom roadster "Durdy 30"

Powered by a supercharged 6.0-liter all-aluminum fuel-injected Corvette LS2 engine; multiple SEMA appearances, Goodguys award-winner, featured in the video game CRS2

1967 Ford Mustang custom fastback

No-expense-spared, ground-up rotisserie restoration of an S-code GT; powered by an upgraded Ford Racing 5.0-liter V8 Coyote crate engine

1969 Ford Bronco custom pickup

Factory half-cab with a comprehensive frame-off restoration that shows great attention to detail; powered by a factory Ford Coyote 5.0-liter V8 engine

1969 Chevrolet Camaro RS/SS custom coupe

Restored custom with a laser-straight body and a highly detailed chrome 350-cid V8

1967 Chevrolet Corvette custom convertible

Resto-mod completed in mid-September 2020 by Jeff Hayes Customs, with a new 540-hp LS3 hot-cam engine and 4L70E transmission

1967 Chevrolet Corvette 427/435 convertible

One of the most decorated and complete 1967 Corvettes in existence, with original documentation and highly optioned ■

Details

Auction: Daily, Monday, January 16, through Sunday, January 24

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

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

Web: www.barrett-jackson.com

Phone: 480.421.6694

Cost: TBA. VIP packages start at \$1,599

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Worldwide Auctioneers

The Scottsdale Auction



2009 Corvette Daytona prototype

Insider's tip

This year, Worldwide returns to Singh Meadows in Tempe. A more curated sale than others during Arizona Auction Week, Worldwide traditionally offers its staple of pre-war cars and Full Classics as well as other diverse lots. Interested bidders should be sure to make an appointment for preview days if they wish to test-drive one of the auction cars. Worldwide will be implementing comprehensive health measures for auction admission, including temperature screening, face coverings, plastic barriers, sanitization stations, air purifiers, ultraviolet-light disinfection and social distancing.

Last year's results:

39 of 55 sold (71%), for total sales of \$5,570,325

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2009 Corvette Daytona prototype

1933 LaSalle convertible coupe

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1933 LaSalle convertible coupe

Details

Auction office and bidder registration:

Tuesday, January 19, 9 a.m. – 6 p.m.; Wednesday, January 20, 9 a.m. – 6 p.m.

Preview: Tuesday, January 19, 9 a.m. – 6 p.m.; Wednesday, January 20, 9 a.m. – 6 p.m.; Thursday, January 21, 9 a.m. – 3 p.m.

VIP Reception: Thursday, January 21, 3 p.m. – 5 p.m.

Auction: Thursday, January 21, 5 p.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

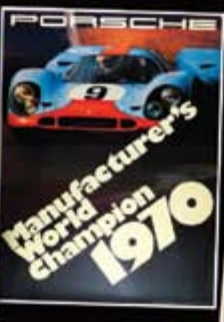
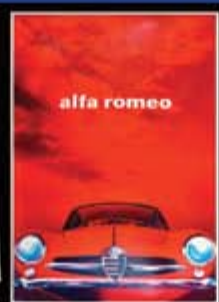
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Cost: Bidder registration (with catalog): \$150; admission (with catalog): \$100; spectator admission (no catalog): \$30

Alternative bidding options: Real-time telephone bidding, absentee bidding, and secure online bidding available




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Bonhams

Arizona 2021



1958 Porsche 356A Speedster

Insider's tip

Bonhams will be presenting its 10th annual sale this year, returning to the Westin Kierland Resort & Spa. The auction will be conducted "Live & Online," with the majority of cars on view at the auction site. Interested bidders can use Bonhams' "virtual viewing" platform to make an appointment for condition reports and a one-to-one walk-around inspection with a specialist to examine a specific car in detail from front to back. For in-person events, Bonhams requests that attendees practice social distancing and mask wearing.

Last year's results:

88 of 108 sold (81%), for total sales of \$8,436,720

Star Cars

1958 Porsche 356A Speedster. Nut-and-bolt restored

1992 Lancia Delta HF Integrale Evoluzione 1. A well-preserved, low-mileage example with a known ownership history since new ■

Details

Preview: Tuesday, January 19, and Wednesday, January 20, from 9 a.m. to 6 p.m. each day.

Auction: Thursday, January 21, 11 a.m.

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

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

Web: www.bonhams.com

Phone: 415.391.4000

Cost: TBD

Alternative bidding options: Bonhams' Live & Online auction format provides registered bidders the opportunity to bid in real time online while watching the auctioneer and videos of cars on offer. Absentee and telephone bids are also accepted.

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Arizona 2021



As ever, RM Sotheby's offers up a delectable lineup of collector vehicles at its Arizona auction

Insider's tip

Details about RM Sotheby's 22nd Annual Arizona Sale were still being finalized as we went to print, but the company is known for offering cars that span the spectrum of the market, including Pebble Beach- and Amelia Island-eligible show cars, as well as sports and GT cars such as Ferrari, Porsche and Aston Martin. Early consignments this year also included muscle cars and Detroit Iron from the 1950s.

Last year's results: 128 of 143 sold (90%), for total sales of \$30,346,210

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Part of the Homologation Collection: 1972 Lancia Fulvia coupe 1.6 HF

Star Cars

The Homologation Collection

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1995 Lancia Delta HF Integrale Evoluzione II "Blue Lagos"

One of 215 produced for WRC homologation

1972 Lancia Fulvia coupe 1.6 HF

Well-documented rallying history, having claimed multiple stage and event wins in France, Italy and Monaco

1990 Mercedes-Benz 190 E 2.5-16 Evolution II

A DTM homologation special, the 146th of 502

1989 Mercedes-Benz 560 SEC AMG 6.0 "Wide Body"

Modified by AMG Japan ■

Details

Auction: Friday, January 22

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

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

Web: www.rmsothebys.com

Phone: 519.352.4575

Cost: TBD

Alternative bidding options: Due to the current global situation and the uncertainty surrounding live events, RM Sotheby's encourages clients to reach out directly or visit rmsothebys.com to get the latest updates on its Arizona auction, as the auction format could very well change.

Hemmings

AUCTIONS

Inventory Updated Daily at [HemmingsAuctions.com](https://www.hemmings.com)



1967 Ford Mustang Fastback 2+2 Restomod
Sold for **\$231,000**



1958 Chevrolet Corvette
Sold for **\$110,250**



1975 Toyota Land Cruiser FJ40
Sold for **\$28,350**



1997 Toyota Supra Turbo
Sold for **\$72,135**



1954 MG TF
Sold for **\$30,450**



1969 Pontiac GTO Judge Restomod
Sold for **\$79,800**



1984 Land Rover Defender 90
Sold for **\$28,613**

Timeline of Events

Barrett-Jackson

PREVIEW January 16–17

AUCTION January 18–24



JANUARY
16
SATURDAY

JANUARY
17
SUNDAY

JANUARY
18
MONDAY

JANUARY
19
TUESDAY

JANUARY
20
WEDNESDAY

JANUARY
21
THURSDAY

JANUARY
22
FRIDAY

JANUARY
23
SATURDAY

JANUARY
23
SUNDAY



Bonhams

PREVIEW January 19–20,
9 a.m.–6 p.m.

AUCTION January 21, 11 a.m.

Worldwide Auctioneers

PREVIEW January 19–21, 9 a.m.–6 p.m.

VIP RECEPTION January 21, 3 p.m.–5 p.m.

AUCTION January 21, 5 p.m.



RM Sotheby's

AUCTION Friday, January 22



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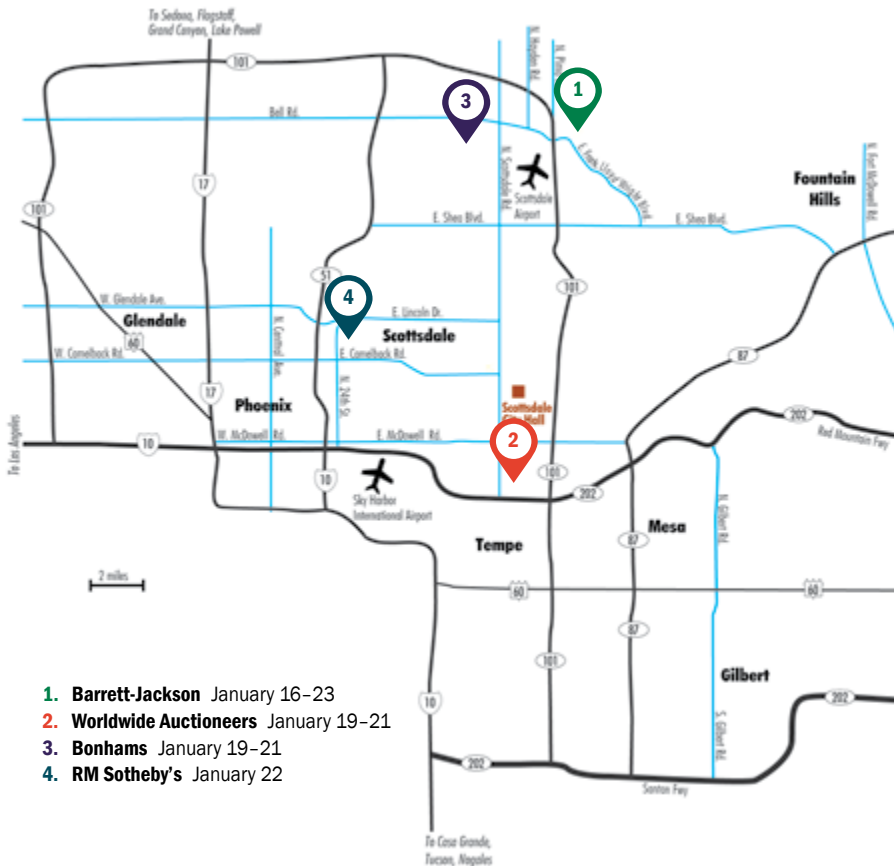


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Arizona Area Map



1. **Barrett-Jackson** January 16-23
2. **Worldwide Auctioneers** January 19-21
3. **Bonhams** January 19-21
4. **RM Sotheby's** January 22

DRIVE TIMES FROM SCOTTSDALE CITY HALL TO:

Barrett-Jackson
12 miles/19 min.
WestWorld of Scottsdale,
16601 N. Pima Rd, Scottsdale, AZ

Worldwide Auctioneers
4.86 miles/10 min.
Singh Meadows,
1490 E. Weber Dr., Tempe, AZ

Bonhams
14 miles/22 min.
Westin Kierland Resort & Spa,
6902 E. Greenway Parkway,
Scottsdale, AZ

RM Sotheby's
8 miles/17 min.
Arizona Biltmore Resort & Spa,
2400 E. Missouri Ave., Phoenix, AZ

NUMBERS TO KNOW

Auction Companies

- Barrett-Jackson**
480.421.6694
- Bonhams**
415.391.4000
- RM Sotheby's**
519.352.4575
- Worldwide Auctioneers**
260.925.6789

Airports

- Phoenix Sky Harbor International Airport**
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- Scottsdale Airport**
480.312.2321

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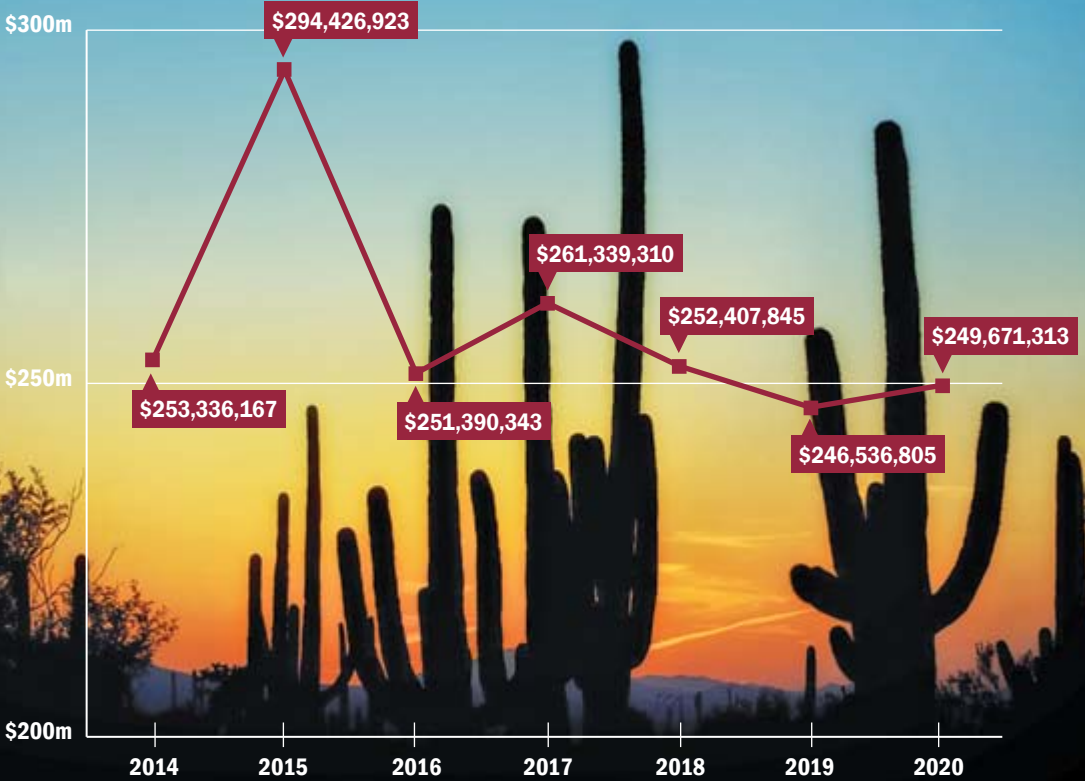
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Arizona Auctions Total Sales by Year



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%



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Top 10 Arizona Sales by Year



1995 Ferrari F50 convertible

Rank	Sold Price	Model	Auction, Lot
2020			
1	\$3,222,500	1995 Ferrari F50 convertible	G&C, #44
2	\$3,000,000	2020 Chevrolet Corvette VIN #001 coupe	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	B-J, #3003
7	\$1,985,000	1967 Ferrari 330 GTS Spyder	G&C, #154
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	\$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 001 coupe	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	B-J, #3010
10	\$2,012,500	1967 Ferrari 330 GTS Spyder	RMS, #142

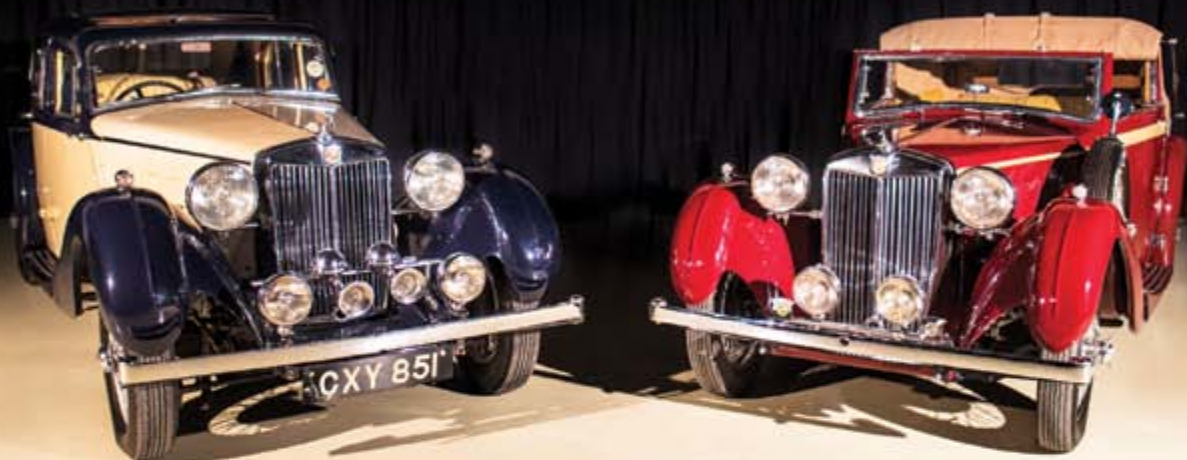
2018			
1	\$8,085,000	1965 Ferrari 275 GTB Speciale coupe	G&C, #134
2	\$5,170,000	1958 Porsche 550A Spyder	Bon, #44
3	\$4,455,000	1954 Ferrari 500 Mondial Series I roadster	G&C, #34
4	\$4,070,000	1931 Bugatti Type 55 roadster	G&C, #122
5	\$2,947,500	1966 Shelby Cobra 427 semi-competition roadster	RMS, #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	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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SCM Panelists Philip Richter,
Stephen Serio and Hans Wurl

Moderated by Keith Martin

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Time and details will be emailed to you.



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

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Buying Smart, Pandemic Edition

How to bid on a car in Arizona without buying a plane ticket

by Dean Laumbach



Even if you are unable to get this close to the cars in Arizona this year, there are still easy ways to bid and buy if you prepare ahead of time

To most of us, buying a collector car remotely, without having the benefit of seeing it in person, is extremely unsettling. I can admit that — even as I have purchased numerous cars in the past few years through online auctions without the benefit of seeing the car in person. There are still

many ways to effectively do your due diligence and mitigate the risk of buying a car that does not meet your expectations.

The Arizona Auctions in January will be here before you know it, so preparation time is upon us. It is never too soon to start doing your research. Do not wait until

the day before the sale to contact the auction for additional information about a vehicle or vehicles in which you are interested. There is a great deal of work involved in the final days leading up to an auction, and the auction house's ability to handle last-minute requests may not be feasible.

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Prepare in advance

Finding a car of your dreams in Arizona always seems to be the easy part. If you see a car or multiple cars in a catalog that you want to bid on, you must contact the auction house, in advance, via phone or email. Register your bidding requirements and funding information early if you wish to place your bid online or by phone. The auction company website provides step-by-step instructions and requirements enabling you to place a bid. Do not wait until the last minute, as the process of buying remotely is already stressful enough.

I would also recommend connecting early with a designated auction specialist, letting them know of your interest in the vehicle or vehicles on which you intend to bid. This early communication is key to establishing a direct contact for any questions you may have about the vehicle's condition and provenance. Requests for additional photos, the existence of a data card, certificate of authenticity, service documentation, paint-meter readings and undercarriage photos are all reasonable ones.

If you are focusing in on a modern classic, a recent CARFAX report should, without question, be attained. I would also inquire about potentially having an on-site inspection performed by a qualified independent specialist who is familiar with the vehicle. This is a practice that I do on a regular basis when purchasing a vehicle remotely.



Use your network

If you are bidding on a collector car at an Arizona auction, most likely you are an avid enthusiast with some memberships or affiliations with national clubs. Being active in these clubs immediately gives you access to many other knowledgeable enthusiasts who may very well be in attendance in Arizona. Social-media websites can also give you access to like-minded enthusiasts, providing specific group pages for the make and model of any car. For the more-desirable models, some of these group pages can exceed over 25,000 members. Posting a request to have a vehicle looked over for you on a group page should elicit a positive response.

I did just that on a 1991 Mercedes-Benz 560SEC in Missouri. I posted a request on a popular Facebook group page to have the car inspected. Within hours I was contacted by a friend of mine who is currently enrolled in the Auto Restoration Program at McPherson College. He agreed to make the four-hour trip out to Missouri on my behalf and he knew this model better than just about anyone I know. Enthusiasts who are fans of the model will almost undoubtedly enjoy giving their unbiased analysis of the vehicle you are interested in.

Another option is the use of one of the most overlooked features of today's smartphones. Real-time video conferencing or just Apple's Facetime app is a great tool to see the car remotely. In 2019, SCM Contributor Philip Richter attended the Gooding & Company auction at Amelia Island. I remotely inspected a 1993 Mercedes-Benz 500E for him, bumper to bumper, using Facetime.



Familiarize yourself with the technology

Bidding on an online auction successfully mimics the live-auction process. Familiarizing yourself with this process prior to participating is essential. Log on to your account, whether at a computer or on a smartphone, and figure out how to place bids in advance of the sale. Learn how both the bidding website and the smartphone app work if you are not sure where you will be when the vehicle you desire hits the auction block. Nothing is more disappointing than missing the opportunity to place a bid in an auction because you are unfamiliar with the process.

It is also imperative to check your network-connection status as the auction's conclusion approaches. If you are placing your bids via a smartphone, I would highly recommend being in a location with a strong wi-fi signal. Relying on your phone's cellular network connection can leave you out of the race if you are in an area with poor connectivity.

While there is nothing quite like the experience of being in beautiful, sunny Arizona in January, thanks to today's technology, there is no reason why you cannot bring something home even if you can't go this year. ■

COLLECTOR CAR FRAUD

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- ✦ Odometer Problems-TMU/Exempt
- ✦ Auction/Internet Problems
- ✦ Title Problems-Open Titles
- ✦ Fraudulent Documentation
- ✦ Restamping-Engines/Trim Tags
- ✦ Inaccurate Car Appraisals
- ✦ Shipping/Carrier Damage
- ✦ Estate/Divorce Issues



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50-STATE REPRESENTATION

More Auction Action

January offers both online and in-person sales



This would be a typical scene at Gooding & Company during a normal year in Scottsdale, but with the COVID-19 pandemic lingering, it is shifting to an online auction this year

Mecum Auctions Kissimmee 2021

Auction: January 7-17

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

Web: www.mecum.com

Phone: 262.275.5050

Cost: Bidder registration: \$200
and up. General admission: \$20/day
in advance, \$30/day at gate.

Last year's results: 2,015 of
2,946 sold for \$94.7m

Mecum launches its 2021 live auction schedule in Kissimmee, FL, just before things get going in Arizona. At its fall sale at the same location, Mecum sold 518 cars for \$18.6m. Its headliner in January is none other than Carroll Shelby's personal 1965 Shelby 427 Cobra, s/n CSX3178, owned by the famed racer and constructor from new until his death in 2012. Other featured lots include a 1965 Shelby GT350 R fastback with SCCA racing provenance, a unique 1956 Chevrolet El Morocco convertible, and a 1956 Mercedes-Benz 300SL

Gullwing originally owned by the Prince of Salm-Salm.

Barrett-Jackson Automobilia Scottsdale 2021

Auction: January 16-24

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

Web: www.barrett-jackson.com

Phone: 480.421.6694

Alongside its collector-car auction, Barrett-Jackson will be offering more than 1,100 automobilia lots at no reserve.

Gooding & Company Geared Online: Scottsdale Edition

Auction: January 18-22

Where: Online (telephone and
absentee bids also accepted)

Web: www.goodingco.com

Phone: 310.899.1960

This would have been its 14th Annual Scottsdale Auctions, but ob-

stacles stemming from the pandemic proved insurmountable for Gooding. Fortunately, the firm has managed to pull together an online sale instead, scheduled for Arizona Auction Week. This time last year, Gooding sold eight cars above the million-dollar mark during its two-day sale, which did \$36.2 million from 124 of 138 lots, a 90% sell-through rate.

Mecum Auctions Las Vegas 2021

Auction: January 26-31

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 and
up. General admission: \$20/day in
advance, \$30/day at gate.

Mecum's big motorcycle sale follows hot on the heels of Arizona Auction Week, in nearby Las Vegas. The stars this year include a concours-winning 1917 Excelsior Big X and a 1950 Vincent Black Lightning with racing provenance. ■



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