

IGNITE YOUR IMAGINATION



As the most newsmaking cars at the high-dollar Arizona auctions in January will sell for well over \$1 million—as often as not approaching \$10 million, anymore—and yes, we mean *per car*—we always find Silver Auctions very refreshing, inspirational and compelling. It's a great place to show up with a bidder number, even if you have nothing particular in mind. Perhaps especially if you have nothing particular in mind. After all, at the recent Silver Auctions November in Arizona event, the newsmaking amount was \$537,575. And that was *not* for just one car—that was for all 70 that sold, put together—an average of just \$7680 per car. It's hard not to find something at Silver guaranteed to put a big smile on your face.

Take, for instance, the beautiful, unusual and gorgeous 1936 Terraplane Deluxe Sedan in Dark Tan shown above. The winning price was \$10,500.

Just from the standpoint of pure car guy logic, we're hard pressed to think you won't [a] more than get your money's worth in flat-out fun from such vehicles and [b] easily recoup your investment when and if you decide to resell and move on to your next whim at a future Silver Auction. On the other hand, reselling may be hard to face—this is the kind of event that gets many a gear-head's wheels turnin' on just how big a garage, barn or warehouse they need.

Take a look at the red 1967 Oldsmobile 4-4-2 Convertible at right, one of the pricier rides crossing the block, though a no-sale at \$28,000. It was still a tremendous deal at that point, with plenty more headroom—and very well may have ended up selling in Silver's effective post-block process.

In fact, some 132 vehicles did not hear the winning hammer ring as they crossed the block within each one's allotted time (as at any auction). These collectively bid a total of \$1,523,025, for an average of \$11,538. Does this average indicate that cars in the \$10,000-or-so range are too rich for some of the bidders' blood here? Again, considering the post-sale process, this probably

changed considerably. But it may be fair to say that's a price range that takes a little more time to part with, here, than during brief auction block time.

What we see there is opportunity. Show up mentally prepared to spend \$10 grand and up, when others may be bailing at \$7 grand or so (or plan on \$5 grand when others may bail at \$1500 or so), and you should be able to wrap up your weekend and head home as a very happy new buyer. And unlike the top dollar auctions, you likely can drive home—no expensive shipping.

Want something new? The slick BMW 6 Series at right is a good example, one of two similar cars, both no-sales at about \$7000 each. A 2007 Ferrari was pricey for here, bidding to an attractive \$75,000, though with no sale.

Classic pickups have really shot up over the past few years in the auction scene overall. And how can you beat a '55 Chevy pickup? How about by buying the Series 3100 shown at right, which sold at Silver for just \$17,250?

Original Toyota FJ40 Land Cruisers are hot now, too. The one at upper right (with just enough minor paint flaws that you could actually use it as intended, with a clear conscience) is one of two that were still for sale after crossing the block at \$8000 for one and \$9500 for the other. Don't be shy, folks.

The top ten sellers ranged from a 1964 Corvette convertible at \$32,000, to a classic 1940 Packard Club Coupe at \$21,000, to a 1973 Jeep Commando at \$14,200. Grand total for the top ten: \$206,300. That comes out to about twenty grand each, average. Compare their fun factor with new car prices.

Silver Auctions now has three events per year at Fort McDowell Resort & Casino, on the Beeline Highway north of Fountain Hills. First up is January 28-30 (this is their 19th year during big Arizona auction week). They've added November and then spring (March 18-19 this year) to their Arizona calendar over the past few years—great timing for imaginative snowbirds.

We never fail to have our imagination ignited at Silver Auctions. ■

