

Every auction year starts here

The week and a half collectively known as Arizona Auction Week featured seven high-profile collector events again this year. Last year's big news included the addition of Worldwide Auctioneers, in their second year in Scottsdale for 2018, and Russo and Steele's move to Salt River Fields at Talking Stick, easing the traffic burden north of the Central Arizona Project Canal, still home to several hundred thousand Barrett-Jackson visitors. This year saw two changes: the Arizona component of Silver Auctions, with three auctions a year here including January, is under new ownership; and the Arizona Concours d'Elegance called it quits after four very successful—but presumably expensive—years, at least for now, with the door left open for it to return if new sponsorship funding is secure in the future.

It's an extremely busy couple of weeks, with not only the auctions at hand—each with its own schedule, ranging from one to nine days running, and spread all over the map—but also with an endless stream of ancillary activities and events, from new model reveals to airport receptions to auction executive presentations to gala events and much more. Go go go.

The auctions themselves are of paramount interest within the hobby-slash-industry worldwide, as the first to set the new calendar year's trends. Here are highlights of each.



Bullitt and Bush-Leno photos courtesy Barrett-Jackson

Barrett-Jackson

47th Annual Collector Car Auction Event
Nine days: Saturday, January 13 - Sunday, January 21, 2018
 WestWorld, 16601 N Pima Road, Scottsdale AZ 85260 (AZ Loop 101 & FLWright Blvd)

▼ Barrett-Jackson sales hit \$106.8 million from 1,721 vehicles, almost all at no reserve, with a remarkable sell-through rate of 99.1 percent. Over 1,100 automobilia items brought \$3.7 million, and \$6.21 million was raised from charity vehicle sales, for a total of more than \$116.7 million. Celebrity guests included Jay Leno, Michael Phelps, Kenny Chesney, David Spade, Tim Allen, Alice Cooper, Chad McQueen, former President George W Bush and Arizona Governor Doug Ducey. Charity cars included a current-gen Ford GT at \$2.55 million; a 2018 Corvette Carbon 65 Edition at \$1.4 million (which goes to Bush's Military Service Initiative); the first production 2019 Corvette ZR1 (\$925,000); Carolyn and Craig Jackson's Corvette 35th Anniversary at \$350,000; and VIN 001 2019 Ford Mustang Bullitt (with film star Chad McQueen, son of 1968 *Bullitt* star Steve McQueen, onstage), at \$300,000. Barrett-Jackson has raised \$102 million for charity to date. Top sales were a 2015 Porsche 918 Spyder (\$1,430,000), 1952 Ferrari 212 Europa (\$1,100,000), 1965 Chevrolet Corvette Cutaway Coupe (\$1,100,000), 1969 Chevrolet Camaro ZL1 (\$770,000), 1966 Shelby GT350 Prototype #001 (\$605,000) and a 2015 MTI Racing Boat (\$548,900). New world records include a 1951 Cadillac Custom Coupe (\$150,700), 1951 Chevrolet Styleline Deluxe Convertible (\$126,500), 1958 Chevrolet 3100 Custom Pickup (\$198,000), 1961 Ford F-100 Custom Pickup (\$165,000), 1958 Chevrolet Corvette Custom Convertible (\$440,000) and a 2018 Dodge Challenger SRT Demon (\$159,500).

▼ Barrett-Jackson auctions include Scottsdale, Palm Beach, Northeast at Mohegan Sun, and Las Vegas. John Staluppi (buyer of the charity 2018 Corvette Carbon 65 Edition in Scottsdale) will sell his prized 140-plus car collection from the Cars of Dreams Museum at Palm Beach in April. www.barrett-jackson.com



Barrett-Jackson photo



Bonhams

7th Annual Scottsdale Auction
Thursday, Jan 18, 2018 (viewing Tuesday-Thursday, Jan 16-18)
 Westin Kierland Resort & Spa, 6902 E Greenway Pkwy, Scottsdale AZ 85254

▼ European sports cars led the pack at Bonhams this year, with Porsche, Ferrari, Mercedes and Bentley taking top results. Their seventh annual Arizona event, a relaxed affair among rarified goods, totaled \$25.2 million, with an 87 percent sell-through rate. The star car was a historic 1958 Porsche 550A Spyder works racer that won 2nd in class and 5th overall at Le Mans, and 1st in class at Nürburgring. A brisk and intense volley of bidding ended with a private US collector prevailing at a final price of \$5,170,000, a new world auction record for the model. Top-selling Ferraris included a restored, matching-numbers 1972 Ferrari 365 GTS/4 Daytona Spider at \$2,640,000 and a 1991 Ferrari F40 Coupe at \$1,512,500. Other top lots included a 1957 Mercedes-Benz 300SL Roadster (the first imported to the US) at \$1,512,500, and a 1930 Bentley Speed Six Le Mans Replica Tourer to a California enthusiast at \$1,457,500, 50 percent-plus above its high estimate. Two of Carroll Shelby's personal cars, a 1966 Ford Shelby GT 350H Fastback and 2006 Ford GT, drawing intense global interest, exceeded all estimates, at \$253,000 and \$489,500, respectively. And a 1982 Lancia Rally 037 Stradale, also carrying much attention, beat its estimate at \$451,000. "Our sale really demonstrated the strength of the collector car market across all eras of motoring," said Rupert Banner, Group Motoring Director, the auctioneer along with Jamie Knight, Group Motoring Chairman. "We had lots of global interest and many new, first time buyers, which is a very positive indication of the growth and future of the hobby." ▼ Bonhams—since 1793—followed Arizona with a Las Vegas Motorcycle Auction and the Grand Palais Motorcar Auction in Paris. Bonhams hosts a wide variety of auctions of many types worldwide throughout the year. www.bonhams.com



Bonhams photo



Gooding & Company

11th Annual Scottsdale Auction
Friday-Saturday, Jan 19-20, 2018 (viewing Weds-Sat, Jan 17-20)
 Fashion Square - corner of Goldwater south of Highland - Scottsdale

▼ Gooding & Company's two-day Scottsdale sale achieved over \$49 million in sales, at an 85 percent sell-through rate. The auction house established 20 new world auction records and sold 12 cars at over \$1 million each, including the highest sale of the week among all the auctions, a 1965 Ferrari 275 GTB Speciale at over \$8 million. President David Gooding and auctioneer Charlie Ross sold 110 of 129 lots at average price of \$447,415 per car. Top sales included the 1965 Ferrari 275 GTB Speciale, originally owned by Battista Pininfarina, at a world record price of \$8,085,000, a 1954 Ferrari 500 Mondial at a world record \$4,455,000 and a 1931 Bugatti Type 55 Roadster at \$4,070,000. One crowd-pleasing high-ticket highlight was a 1967 Ferrari 330 GTS which sold to the original owner's family for \$2,530,000, the fourth-highest sale of the event. Additional high sales included a striking 2014 Pagani Huayra (\$2,090,000), an Iso Grifo A3/L Prototype (a world record at \$1,760,000), a 2015 McLaren P1 (\$1,732,500), four Mercedes-Benz 300 SLs (two Gullwings and two Roadsters from model years 1954 through 1960) for prices ranging from \$1,083,500 to \$1,320,000. The twelfth over-a-million sale was a 1953 Ferrari 212 Europa Coupe at \$1,067,000. Gooding also achieved a new world record price for the Lexus marque, with a Lexus LFA Nurburgring Package at \$825,000. Another world record was set with the sale of a 1951 Alfa Romeo 1900C Spring at \$616,000. ▼ Gooding & Company has an auction during the Amelia Island Concours in March and is the official auction of the Pebble Beach Concours in August. www.goodingco.com





RM Sotheby's

19th Annual Automobiles of Arizona
Thursday-Friday, Jan 18-19, 2018 (preview Weds-Fri, Jan 18-20)
Arizona Biltmore, 2400 E Missouri Ave, Phoenix AZ 85016 (24th and Camelback)

▼ RM Sotheby's 19th annual Arizona auction, held again at the historic Arizona Biltmore, had \$36.5 million in sales with an 88 percent sell-through rate. The star here was a numbers-matching 1966 Shelby 427 "Semi-Competition" Cobra CSX 3040, selling at a world record price of \$2,947,500 against a pre-sale estimate of \$2.0 to \$2.4 million. Interest was strong across a wide range of vehicle types spanning pre-War American classics through landmark European sports cars and modern high performance machines, with Preston Tucker's rare Tucker 48 bringing \$1,792,500 (against an estimated \$1.25-1.5m) and a Bugatti EB110 GT hitting another record, at \$995,000. Sales from *A Century of Sports Cars*, a single-owner group of 11 cars, focused on Italian sports and GT (at no reserve), included a 1964 Ferrari 250 GT/L Berlinetta Lusso (\$1,682,500), a 1960 Ferrari 250 GT Cabriolet Series II (\$1,407,500) and an award-winning 1955 Alfa Romeo 1900C SS Speciale by Boano (\$1,270,000). Other top ten sales included a 2017 Ferrari F12tdf (\$1,325,000), 1952 Ferrari 212 Inter Coupe (\$1,187,500), 1987 Porsche 959 Komfort (\$1,160,000), 1957 Mercedes-Benz 300SL Roadster (\$1,083,000) and a 1965 Shelby 289 Cobra (\$995,000). Also noteworthy was a 1935 Auburn Eight Supercharged Speedster at \$769,500, strongly beating an estimated \$500-650k. A 4540 km (2820 mi) 1993 Bugatti EB110 GT (one owner from new) set a new GT auction record at \$967,500; a 1907 Ford Model K Roadster (one-family owners since 1957) set a world record at \$252,000; and a 1977 International Scout II Traveler Custom brought \$128,800. ▼ Next up for RM Sotheby's was Paris. The official auction of Amelia Island Concours in March, RM Sotheby's is also hosts auctions in Monterey, Hershey, Michigan and worldwide. www.rmauctions.com



Russo and Steele

18th Annual Sports & Muscle in Scottsdale
Wednesday-Sunday, January 17-21, 2018 (preview same)
Salt River Fields at Talking Stick, Indian Bend Road at AZ Loop 101 - Scottsdale

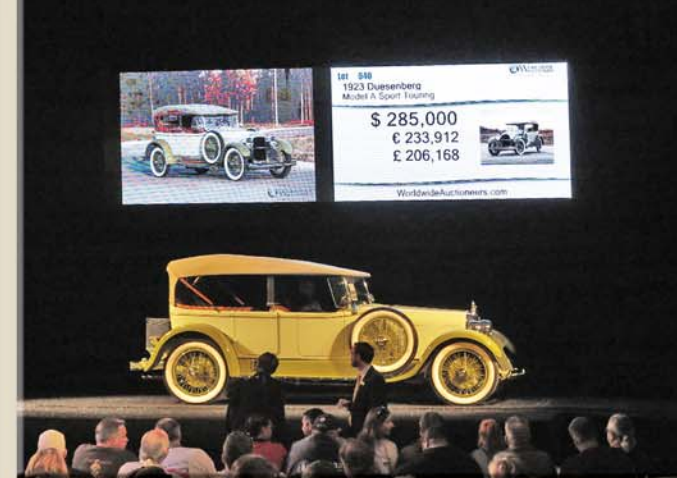
▼ Russo and Steele returned to its location at Salt River Fields at Talking Stick, new last year, with a new concours-style vehicle display layout and the Main Auction Pavilion on 100 percent hard surface asphalt. A newly expanded 13,000 sq.ft. Vendor Pavilion, also on asphalt and fully climate controlled, housed over 130 vendors, from leather boots and furs, to a food-court-style seating area for the Food Truck Showcase and a jumbotron streaming the live auction, all directly adjacent to the "auction in the round" action. The event got underway on Wednesday with the first preview day followed by an evening seminar, *Cashing In on the Block*, an in-depth presentation and Q&A on how to play the game. Top sales at Russo included a 1967 Chevrolet Cheeta, one of only ten known in the US (\$660,000), a 1965 Shelby GT350 #47 Fastback, one of 562 first-year GT350s built, this one signed by Carroll Shelby (\$341,000), a 99-point Bloomington Gold-winning 1967 Chevrolet Corvette 427/435 Roadster (\$302,500), two 2005 Ford GTs—a low-miles car signed by Steve Saleen (\$236,500) and one with a 698-hp Ford power kit (\$217,250)—a 1969 Dodge Charger Daytona garaged for the past 40 years (\$198,000), a 1967 Chevrolet Corvette 427/400 A/C Roadster (\$175,000) and a 2015 McLaren 650S Spyder (\$156,200). Russo and Steele continued their sale in the weeks following, with a number of vehicles still available by online post-sale auction. ▼ In addition to Scottsdale, Russo and Steele hosts annual auctions in Newport Beach in June and Monterey in August, and has announced a new event at Amelia Island in March 2019. www.russoandsteele.com



Silver Auctions Arizona

21st Arizona January Auction
Thursday-Sunday, Jan 18-21, 2018 (check-in from Tues Jan 16)
We-Ko-Pa Resort & Conference Center - (AZ 87 Beeline Hwy, north of Fountain Hills)

▼ Silver is the only auction house with multiple sales in Arizona each year: during January Auction Week, again in March, and a third around November. It's also the farthest afield of the January events, held at We-Ko-Pa Resort and Conference Center at Fort McDowell, north of Fountain Hills on the Beeline Highway (AZ 87) and well worth the drive, a refreshing getaway. Silver has some of the most eclectic, attainable and readily driveable auction vehicles you can still find. In January 2017, they sold 241 vehicles for a total of \$3,343,913—under \$15,000 each, average—from great values in the tens of thousands, over 100 vehicles at under \$10,000 and some in just the hundreds. Last fall, Silver Auctions (based in Spokane WA, with other auctions throughout the Northwest) sold their Arizona operation to longtime enthusiastic vintage car hobbyist Emmett Rice, founder and operator of Vintage Autohaus & Imports in Amarillo TX, joined by Andy Stone, formerly of Leake Auctions; Jason Rose, former VP of operations at Barrett-Jackson; Rob Brunton, formerly with Penske Automotive and Leake; and Rodney Stokes, general sales manager for Vintage Autohaus. Silver's bigger tent this year was full of hospitality for a bigger crowd they have long deserved. Silver Auctions Arizona's parking lot feels as though you have just found the coolest random used car lot in the world. Our dream is to stock our garage at Silver and just keep reselling and restocking ad infinitum. We were unable to get auction results for January 2018, but will keep an eye peeled. ▼ Now with new owners, Silver Auctions Arizona is the only event running more than once here, in fact three times—in January, March and November. (The former parent Silver Auctions holds events in Washington, Oregon, Idaho, Montana, Wyoming and the Dakotas.) www.silverauctionsaz.com



Worldwide Auctioneers

2nd Annual Arizona January Auction
Wednesday, Jan 17, 2018 (preview Sunday-Wednesday, Jan 14-17)
6460 E McDowell Road, Scottsdale AZ 85257 (McDowell Rd & 64th St/Galvin Pkwy)

▼ The arrival of Worldwide Auctioneers brought the week to a total of seven auctions last year. This year repeated as a one-night auction on Wednesday, first on the calendar other than nine-day Barrett-Jackson. Worldwide concentrates on low volume, high quality and diversity. Last year was all no reserve, while this year moved to a combination of reserve and no reserve. Fifty-three vehicles brought \$6.3 million, \$120,304 per car average, with a sell-through rate of 65 percent. As the newest auction in town, some were notably good buys. Top sales are a cross-section of the event's varied offerings: a 1938 Mercedes-Benz 320 Cabriolet (\$420,000), 1971 Plymouth Hemi 'Cuda (\$418,000), 1965 Shelby GT350 (\$352,000), 1923 Duesenberg Model A Sport Touring (\$346,500), 1957 Kurtis Kraft 500G Indianapolis 500 Roadster (\$308,000), 1939 BMW 327 Cabriolet (\$253,000), first-year 1953 Chevrolet Corvette Roadster (\$250,000), 1966 Rolls-Royce Silver Cloud III Drophead Coupe (\$244,750), 1962 Jaguar E-Type Series I OTS (\$236,500) and a 1959 Maserati 3500 GT Coupe (\$217,250). A highlight was the unprecedented offering of a meticulously restored Adolf Hitler-commissioned 1939 Mercedes-Benz 770K Grosser Offener Tourenwagen. One of just five in private hands, the car was seized by the US Army at the end of World War II, a definitive symbol of Allied triumph over evil. In recognition of its dark origins, Worldwide arranged to contribute 10 percent of proceeds as a charitable contribution to The Simon Wiesenthal Center; however, the car bid to \$7 million, but did not achieve its reserve. ▼ Worldwide also has auctions in Arlington, Texas in April, Pacific Grove (Monterey) in August, and Auburn, Indiana in September, as well as performing select, stand-alone auctions of private collections. www.worldwide-auctioneers.com

