

THE 38TH ANNUAL Barrett-Jackson Collector Car Auction Event

JANUARY 11-18, 2009
WESTWORLD - SCOTTSDALE

2008: \$88 Million
2009: \$63 Million

**STRONG SALES
EXCEED EXPECTATIONS**

Barrett-Jackson Auction Company exceeded industry-wide expectations by recording more than \$63 million in sales during its 38th annual Scottsdale auction. The all No Reserve auction offered an eclectic variety, including a 1929 Ford 4-AT-E Tri-Motor airplane and the "first production" 1955 Ford Thunderbird. Despite an uncertain economy, numerous Barrett-Jackson records were set, including \$220,000 for a 1959 Corvette convertible, \$250,000 for a 50th Anniversary Hurst Performance 2008 Dodge Viper and \$137,500 for a 1970 Boss 302 Mustang.

Barrett-Jackson also put together a healthy offering of entry-level to mid-range cars. With nearly 70 percent of all purchases made by new buyers, these vehicles were the core of the 2009 event, perfect for buyers planning to spend conservatively in today's economy.

"Collectors really responded to cars in the \$50,000 to \$150,000 price range. We're cognizant of the current economic conditions and made sure to offer something for everyone," noted Steve Davis, president of Barrett-Jackson.

Barrett-Jackson joined forces with GM to offer a select group of vehicles from the GM Heritage Fleet. "An example was the show-stopping 'Blackhawk' concept that went for more than \$500,000," continued Davis.

Barrett-Jackson helped raise more than \$4.4 million for various charitable organizations during the 2009 Scottsdale auction with the help of Richard Petty, Rusty Wallace, Goose Gossage, Bill Goldberg, Reggie Jackson and Robert Yates, among others.

"Barrett-Jackson was an oasis for hundreds of thousands of people looking to escape the economic headlines and enjoy some amazing cars in beautiful weather," said Craig Jackson, Chairman/CEO of Barrett-Jackson. "Everyone involved in this fantastic week would agree that the collector car hobby continues to be healthy."

With strong sales in Scottsdale and a successful inaugural Las Vegas auction last October, Barrett-Jackson has recorded over \$90 million in sales over the last four months. The company is taking consignments for Palm Beach, April 9-11, 2009. Details are available at www.barrett-jackson.com ■



Photos: Randall Bohi Photography - randallbohi.com



Barrett-Jackson's top five: 1929 Ford 4-AT-E Tri-Motor airplane \$1.21 million - 1955 Ford Thunderbird convertible "Production No. 1" \$660,000 - 1996 Buick Custom "Blackhawk" \$522,500 - 1970 Plymouth Superbird custom tribute \$501,100 - 2006 Chevrolet Monte Carlo NASCAR "Jeff Gordon's" \$500,000.



THE 2ND ANNUAL Gooding & Co.

Scottsdale Auction

JANUARY 17, 2008 (PREVIEW JANUARY 15-16)
SCOTTSDALE ROAD & LOOP 101 - SCOTTSDALE

2008: \$21 Million

2009: \$32.4 Million

**ALL-TIME ARIZONA-WIDE RECORD
DURING EVENT'S SECOND YEAR**

Gooding & Company once again delivered the top sale of Arizona Auction Week during their auction on January 17. The extremely rare 1960 Ferrari 250 GT SWB California Spider from the newly-discovered VanKregten Estate sold for \$4.95 million, setting the record for top price of the week at all auctions in the Valley. This is likely the top price ever paid for an unrestored car of its type and represents the second highest price for any individual auction sale in Arizona history. More than 20 vehicles from the VanKregten Estate crossed the block and were sold without reserve.

This is the second successive year that the Gooding & Company auction sold the highest priced car of all auctions held in Arizona during the week. Last year's record was the 1959 Ferrari 250 GT LWB California Spider selling for more than \$3 million. Total event sales neared \$32.4 million, with seven cars breaking the magic million dollar mark. The average price paid per vehicle was nearly \$400,000.

A very original 1937 Talbot-Lago Teardrop Coupe was the week's second highest lot, selling for \$3.52 million. Other top performing lots included the coveted Pebble Beach Concours d'Elegance Best of Show-winning 1932 Daimler Double Six Sport Saloon at \$2.97 million, a 1929 Duesenberg Model J Dual Cowl Phaeton at \$1.375 million, a 1937 Bentley 4 1/4-Litre Fixed Head Sport Coupe at \$1.32 million and a 2003 Ferrari Enzo at \$1.265 million. The famed 1933 Isotta Fraschini Tipo 8A Dual Cowl Sports Phaeton featured in the film *Giant* starring James Dean fetched \$1.089 million.

"Our record Scottsdale Auction results illustrated that the collector car market is still a valuable investment for connoisseurs and car-lovers," says David Gooding, President and founder of Gooding & Company.

As the official Pebble Beach auction company for the annual Pebble Beach Concours d'Elegance, the company sold more than \$64 million worth of collector automobiles in August 2008. Gooding & Company will be conducting its annual Pebble Beach auction on August 15-16 in Pebble Beach, California. For more information or to consign for Pebble Beach, visit www.goodingco.com ■

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Sales at Gooding & Company included a unique 1938 Mercedes-Benz 540 K Sport Cabriolet at \$946,000, a magnificent 1936 Hispano Suiza J12 Convertible Victoria at \$880,000, a 1929 Duesenberg Model J Clear Vision at \$836,000 and for contemporary Ferrari enthusiasts, a 1985 Ferrari 288 GTO at \$616,000.



THE 10TH ANNUAL RM Auctions

Automobiles of Arizona

JANUARY 16, 2009 (PREVIEW JANUARY 15)
BILTMORE RESORT AND SPA - PHOENIX

2008: \$26.7 Million
2009: \$18 Million

**STRENGTH AND STABILITY OF
COLLECTOR CAR MARKET CITED**

RM Auctions' 10th anniversary Automobiles of Arizona event attracted record bidders and posted over \$18 million in sales. It was standing-room-only during the single-day event as 122 investment-quality motor cars were presented for auction. The eight-hour sale attracted a record number of bidders from around the world, illustrating continued enthusiasm and interest in the global collector car hobby. As the gavel fell for the final time of the day, total sales surpassed \$18 million with a strong sell-through rate of 83 percent of cars sold.

"Overall, our Arizona auction was a very strong sale in terms of sales percentage and was well attended, attracting record bidder registrations. Numerous examples exceeded their pre-sale estimates and many of the cars that some considered to be 'sensitive' in the market sold very well," said Ian Kelleher, newly appointed President and Chief Operating Officer of RM Auctions.

The top seller of the day was a superb 1967 Ferrari 275 GTB/4 Berlinetta which achieved \$918,500. Other highlights included the rare, speed record-breaking 1954 Dodge Firearrow III Sports Coupe Concept by Ghia which brought \$880,000; and a beautifully restored 1937 Delage D8-120 Aerosport Coupe which sold for \$825,000.

Also attracting significant interest and strong prices was the distinguished, Atwood Collection, from a lifetime of private collecting by the late Dr. Barbara Mae Atwood. Comprising 24 of her most treasured automobiles, the Collection included a magnificent selection of pre-war American cars, each representing the epitome of motoring luxury for their respective marques. The Collection achieved exceptional values, with 80 percent of the cars in the group selling above initial estimate.

Celebrating 10 years in Arizona and 30 years in the collector car industry, Canadian-based RM Auctions Inc. and its associated companies perform acquisitions, restorations and sales of the world's rarest and most valuable vintage automobiles, with record-breaking sales in Maranello, Italy and London, England. RM's restoration division has won "Best of Show" honors at the world's top three collector car events. For more information, visit www.rmauctions.com ■



Photo: Joe Sage



Highlights of the Atwood Collection at RM Auctions included a 1932 Stutz DV-32 Super Bearcat, which exceeded its estimate to sell for \$594,000; a 1929 Graham-Paige Dual Cowl Phaeton which sold for \$297,000; and a 1935 Cadillac V16 Imperial Convertible Sedan which sold for \$473,000.



Photos: Randall Bohn Photography



Photos: Joe Sage

THE 9TH ANNUAL Russo and Steele

Sports and Muscle in Scottsdale

JANUARY 14-18, 2009
FASHION SQUARE - SCOTTSDALE

2008: \$19.8 Million
2009: \$17.1 Million

**ALL RESERVE PLATFORM SAID TO
GIVE ACCURATE REPRESENTATION**

The Russo and Steele Collector Automobiles 9th Annual Scottsdale auction, specializing in European sports cars, American muscle cars, hot rods and customs, reports preliminary total results of \$17.1 million and a 48% sale rate. Russo and Steele has changed between No Reserve, All Reserve and mixed policies over the years, in response to evolving market conditions. They state that this year's totals, due to their current commitment to an All Reserve platform, are a true and honest representation of the current market. They feel that All Reserve eliminates owner buy-backs, which can otherwise be an almost invisible but significant factor in total sales reports. It was also no doubt a good platform in this year's economy, as few sellers would want the risk of listing their valuable vehicle at No Reserve.

The result? They consider they had remarkable results despite current economic uncertainty. Year-over-year figures seem to bear that out: other than Gooding & Company, who were only in their second year here and had more than 50% sales gains by dollars, the other two majors were down about 30%; Russo and Steele's total sales reflect a decline of less than 14%.

Prepared for a slight wane in its total numbers as a direct effect of its decision to convert to an All Reserve platform, the co-owner and CEO of Russo and Steele commented on the outcome like this: "I knew that our All Reserve platform would affect the total sales and sales rate percentage when I choose to implement this change. However, Russo and Steele is now the one true representation of the current market by eliminating owner buy-backs. In addition, I believe that the platform was worth a few percentage points in the sales rate to provide our clients with a fair, level playing field. Clearly our platform benefited our marketplace by producing the highest level of quality inventory and the lowest level of change in total sales, by half, when compared to other auctions."

The Scottsdale auction was held in over 240,000 square feet of tents at AZ Loop 101 and Scottsdale Road, in north Scottsdale Next up for Russo and Steele is Monterey 2009, August 13-15, during the weekend of the Pebble Beach Concours d'Élegance. For information, visit www.russoandsteele.com ■



Photos: Randall Bohn Photography



The top sales at Russo and Steele Scottsdale included: a 1955 Mercedes Benz 300 SL Gullwing at \$660,000 - a 1964 Shelby Cobra CSX 2519 at \$495,000 - the 1970 Plymouth Hemi 'Cuda 'Nicolas Cage' at \$440,000 - a 1962 Pontiac Catalina at \$412,525 - and a 1937 Cord 812 Supercharged Phaeton at \$401,500.

