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1964 Aston Martin DB5 (Barrett-Jackson)



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23 SCOTTSDALE AUCTION WEEK 2017 – RECAP

JANUARY 2017

By: Hagerty

Seven days, 3,486 vehicles and \$259.8M later, preliminary figures for the 2017 Arizona auctions are in. Compared to last year, more vehicles were offered, more were sold, and \$9M more traded hands. This year’s totals also eclipsed 2014’s \$254M total, ranking it as the second biggest week in the event’s long history and reversing 2016’s down year. The bump in sales is primarily due to

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increased volume as the number of cars crossing the block is up 12 percent this year. All told, the average sale price for the week fell 11 percent compared to a year ago.

The rarest and most exclusive cars continue seeing strong interest. Cars priced above \$1M saw double-digit increases in both the sell-through rate and average sale price versus 2016. Bonhams scored a massive \$7.37M for its 1963 Jaguar E-type lightweight to take top honors for the week, while RM Sotheby's sold its 1939 Mercedes-Benz 540K Special Roadster for \$6.6M and Gooding set a record with the \$3.3M sale of its 1935 Bugatti Type 35 Grand Prix car.

Just below this rarefied threshold, the upper-middle market (\$250K to \$1M) is softening. A drop off in quality coupled with price declines among [Blue Chip cars](/apps/valuationtools/market-trends/collector-indexes/Blue_Chip) that align with declines reported in the Hagerty Price Guide throughout 2016 caused the average sale price at this level to fall 12% compared to a year ago.

Perhaps most importantly, though, the bottom of the market remains strong. The sub-\$100K market, which represents the vast majority of buyers, had high sell-through rates that were in line with those witnessed at the close of 2016. Mainstream domestics and trucks did particularly well in Arizona throughout the entire week, with all but one of the Dodge Power Wagons and Ford Broncos going to new homes. Of all the vehicles that Hagerty inspected among mainstream domestics, classic Dodge muscle cars such as the early '70s Charger and Challenger, as well as early '80s sports coupes, including the Corvette, Mustang and Firebird, were the most likely segments to sell above condition-appropriate prices.

If anything, the 2017 Arizona auctions demonstrates there is optimism in the North American collector car market, and the vehicles that most Americans collect are benefitting. The next

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There were seven collector car auction in and around Scottsdale this year, but Barrett Jackson is always the sale on most people minds. They sell more cars ... [More](#) (



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[Auction Results Bonhams 2013 Newport Pagnell sale](#)
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question, of course, is whether this optimism will be sustained. For that, we have a whole year of observations to look forward to.

Following are the final raw results witnessed by Hagerty during the live auctions and may not factor in any post-sale deals that have occurred. These numbers include the appropriate buyer's premiums.

Overall from all auction companies:

Total: \$259.8M

2,900/3,486 lots sold: 83% sell-through rate

Average Sale Price: \$89,601

Overall 2016 Results

Cumulative Total: \$250.6M

2,491/3,104 lots sold: 80% sell-through rate

Average Sale Price: \$115,729

Overall Top 10 Sales:

1. 1963 Jaguar E-Type Lightweight sold for \$7,370,000 (Bonhams)
2. 1939 Mercedes-Benz 540K Special Roadster sold for \$6,600,000 (RM Sotheby's)
3. 1952 Ferrari 340 America Competizione Spider sold for \$6,380,000 (Bonhams)
4. 1928 Mercedes-Benz Typ S Sports Tourer sold for \$4,812,500 (Bonhams)
5. 1969 Ferrari 365 GTS Spider sold for \$3,602,500 (RM Sotheby's)
6. 1925 Bugatti Type 35 Grand Prix Roadster sold for \$3,300,000 (Gooding & Company)
7. 1995 Ferrari F50 sold for \$3,135,000 (RM Sotheby's)
8. 1961 Ferrari 400 Superamerica Coupe sold for \$3,080,000 (RM Sotheby's)
9. 1965 Ferrari 500 Superfast Series I Coupe sold for

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\$2,915,000 (Gooding & Company)

10. 1931 Alfa Romeo 6C 1750 Gran Sport Spider sold for \$2,805,000 (Bonhams)

Results broken down by Auction Company

BARRETT-JACKSON

Overall Total: \$101.0M

1,703/1,711 lots sold: 99.5% sell-through rate

Average Sale Price: \$59,323

Overall Top 10 Sales:

1. 1964 Aston Martin DB5 sold for \$1,485,000
2. 1960 Chevrolet CERV-1 sold for \$1,320,000
3. 1930 Duesenberg Model J Dual Cowl Phaeton sold for \$880,000
4. 2012 Hennessey Venom GT Spyder sold for \$800,000*
5. 2005 Porsche Carrera GT Coupe sold for \$616,000
6. 1965 Shelby GT350 Fastback sold for \$445,500
7. 2011 Ferrari 458 Italia Coupe sold for \$434,500
8. 1963 Chevrolet Corvette Z06 (big tank) Split-Window Coupe sold for \$385,000
9. 1969 Ford Mustang Boss 429 sold for \$385,000
10. 1932 Rolls-Royce Phantom II Roadster sold for \$341,000

* sold as charity

Sunday total: \$6.1M

145/145 lots sold: 100% sell-through rate

Average Sale Price: \$42,172

Top 10 Sunday Sales:

1. 1956 Chevrolet Bel Air Nomad Custom Station Wagon sold for \$137,500
2. 1970 Ford Mustang Boss 302 sold for \$91,300
3. 1968 GMC C1500 1/2 Ton Custom Wideside Pickup sold for

Bonhams conducted yet another successful sale at Retromotors this year with \$25.09 million more than last year. The sell-through rate is ... [More \(](#)

THE AVERAGE VALUE FOR A

1964 Aston Martin DB5

2dr Sedan 6-cyl.
3995cc/282hp 3x1bbl
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\$82,500

4. 1957 Chevrolet 210 Sedan sold for \$79,200
5. 1962 Lincoln Continental Custom Convertible sold for \$77,000
6. 1952 Chevrolet Series 3100 1/2 Ton Custom Pickup sold for \$77,000
7. 1931 Ford Model A 1/2 Ton Custom Pickup sold for \$77,000
8. 2015 Jeep Wrangler Unlimited Utility Vehicle 4x4 sold for \$75,900
9. 1970 Chevrolet Nova SS Coupe sold for \$74,800
9. 1950 Divco Custom Milk Truck sold for \$74,800
9. 2008 Bentley Continental GT AWD Coupe sold for \$74,800

Overall 2016 Results

Cumulative Total: \$103.3M

1,484/1,491 lots sold: 99% sell-through rate

Average Sale Price: \$69,619

BONHAMS

Overall total: \$36.3M

86/105 lots sold: 82% Sell Through Rate

Average Sale Price: \$422,494

Overall Top 10 Sales:

1. 1963 Jaguar E-Type Lightweight sold for \$7,370,000
2. 1952 Ferrari 340 America Competizione Spider sold for \$6,380,000
3. 1928 Mercedes-Benz Type S Sports Tourer sold for \$4,812,500
4. 1931 Alfa Romeo 6C 1750 Gran Sport Spider sold for \$2,805,000
5. 1964 Porsche 904 GTS Coupe sold for \$2,310,000
6. 1966 Ferrari 275 GTB/2 Coupe sold for \$1,732,500
7. 1960 Ferrari 250 GT SII Cabriolet sold for \$1,430,000
8. 1913 Rolls-Royce Silver Ghost London-Edinburgh Sports Tourer sold for \$698,500

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9. 1955 Austin-Healey 100 S Roadster sold for \$539,000
10. 1956 Porsche 356A Speedster sold for \$528,000

Overall 2016 Results

Total: \$18.2M

95/112 Lots sold: 85% sell-through rate

Average Sale Price: \$191,266

GOODING & COMPANY

Overall Total: \$33.3M

105/125 lots sold: 84% sell-through rate

Average Sale Price: \$317,492

Overall Top 10 Sales:

1. 1925 Bugatti Type 35 Grand Prix Roadster sold for \$3,300,000
2. 1965 Ferrari 500 Superfast Series I Coupe sold for \$2,915,000
3. 1932 Alfa Romeo 6C 1750 Grand Sport Roadster sold for \$1,595,000
4. 2011 Ferrari 599 SA Aperta Spider sold for \$1,485,000
5. 1955 Mercedes-Benz 300SL Gullwing Coupe sold for \$1,457,500
6. 1928 Bentley 4 1/2-Liter Open Sports Tourer sold for \$1,100,000
7. 1964 Shelby Cobra 289 R&P Roadster sold for \$1,100,000
8. 1988 Porsche 959 Komfort Coupe sold for \$1,089,000
9. 1961 Mercedes-Benz 300SL Roadster sold for \$1,034,000
10. 1969 American Motors AMX/3 Coupe sold for \$891,000

Overall 2016 Results

Total: \$43.0M

97/113 lots sold: 86% sell-through rate

Average Sale Price: \$443,390

RM SOTHEBY'S

Overall Total: \$53.7M

142/159 lots sold: 89% sell-through rate

Average Sale Price: \$378,248

Overall Top 10 Sales:

1. 1939 Mercedes-Benz 540K Special Roadster sold for \$6,600,000
2. 1969 Ferrari 365 GTS Spider sold for \$3,602,500
3. 1995 Ferrari F50 sold for \$3,135,000
4. 1961 Ferrari 400 Superamerica Coupe sold for \$3,080,000
5. 2003 Ferrari Enzo Coupe sold for \$2,695,000
6. 1967 Ferrari 330 GTS Spider sold for \$2,475,000
7. 1966 Ferrari 275 GTB/2 Coupe sold for \$2,117,500
8. 2013 Bugatti Veyron 16.4 Super Sport 300 Coupe sold for \$2,090,000
9. 1948 Tucker 48 Sedan sold for \$1,347,500
10. 2008 Lamborghini Reventón Coupe sold for \$1,320,000

Overall 2016 Results

Total: \$62.8M

126/149 lots sold: 85% sell-through rate

Average Sale Price: \$497,994

RUSSO AND STEELE

Overall Total: \$20.7M

579/778 lots sold: 74% sell-through rate

Average Sale Price: \$35,720

Overall Top 10 Sales:

1. 1954 Mercedes-Benz 300S Cabriolet sold for \$423,500
2. 1973 Ferrari Dino 246 GTS Spider sold for \$379,500
3. 1969 Ford Mustang Boss 429 SportsRoof sold for \$335,500
4. 2006 Ford GT Coupe sold for \$261,250
5. 2006 Mercedes-Benz SLR McLaren Coupe sold for \$253,000

6. 1969 Ferrari 365 GT Coupe 2+2 sold for \$209,000
7. 1970 Oldsmobile 4-4-2 W-30 Holiday Coupe sold for \$165,000
8. 2011 Ferrari 458 Challenge Coupe sold for \$165,000
9. 1962 Mercedes-Benz 190SL Convertible sold for \$154,000
10. 2013 Ferrari California 2+2 Coupe sold for \$151,250

Sunday total: \$2.7M

173/184 lots sold: 94% sell-through rate

Average Sale Price: \$15,665

Top 10 Sunday Sales:

1. 2015 Harley-Davidson Custom Motorcycle sold for \$80,000*
2. 2006 Cadillac XLR-V Convertible sold for \$53,900
3. 1991 Rolls-Royce Corniche Drop Head Coupe sold for \$46,750
4. 1934 Chevrolet Master Custom Coupe sold for \$41,250
5. 1969 Ford Mustang Custom Convertible sold for \$40,700
6. 1933 Buick Series 90 Model 90-L Limousine sold for \$39,600
7. 1956 Cadillac Series 62 Convertible sold for \$39,600
8. 1956 Ford Thunderbird Convertible sold for \$36,850
9. 1934 Chevrolet Master Custom Business Coupe sold for \$34,100
10. 1923 Buick NA Coupe sold for \$33,550

* sold as charity

Overall 2016 Results

Cumulative Total: \$19.5M

408/724 lots sold: 56% sell-through rate

Average Sale Price: \$47,815

SILVER

Cumulative Total through Saturday: \$3.3M

220/526 lots sold: 42% sell through rate

Average Sale Price: \$15,078

Overall Top 10 Sales:

1. 2007 Ford Mustang Shelby GT GC sold for \$70,200
2. 1952 Nash-Haley Pininfarina sold for \$70,200
3. 1968 Dodge Hemi Charger sold for \$68,580
4. 1966 Dodge Hemi Coronet sold for \$67,500
5. 1956 Chrysler Windsor sold for \$62,640
6. 1948 Chevrolet Fleetmaster Woody Wagon sold for \$62,640
7. 1941 Buick 51C Convertible Sedan sold for \$54,540
8. 1961 Chevrolet Impala Custom Hardtop sold for \$54,000
9. 2001 Aston Martin DB7 sold for \$50,760
10. 1968 Chevrolet Impala sold for \$46,710

Sunday total: \$138K

15/72 lots sold: 21% sell-through rate

Average Sale Price: \$9,212

Top 10 Sunday Sales:

1. 2006 Hummer H2 sold for \$25,500
2. 1955 Ford Thunderbird Convertible sold for \$23,760
3. 2008 Land Rover sold for \$16,200
4. 2010 Lexus IS250 sold for \$15,120
5. 2002 Mercedes Benz V-12 SL600 sold for \$9,720
6. 1963 Nash Rambler American sold for \$8,640
7. 2006 Mitsubishi Eclipse GT sold for \$6,210
8. 1997 Ford F-250 sold for \$6,210
9. 1985 Pontiac Firebird Trans Am sold for \$5,940
10. 1967 MGB GT sold for \$5,400

Overall 2016 Results

Total: \$3.8M

281/515 lots sold: 55%

Average Sale Price: \$13,649

WORLDWIDE AUCTIONEERS

Total: \$11.4M

64/82 lots sold: 78% sell-through rate

Average Sale Price: \$177,816

Overall Top 10 Sales:

1. 1967 Chevrolet Corvette 427/430 Convertible sold for \$1,980,000
2. 1955 Lancia Aurelia B24 Spider America sold for \$1,100,000
3. 1966 Shelby GT350 Convertible sold for \$742,500
4. 1965 Shelby GT350 Fastback sold for \$379,500
5. 1962 Aston Martin DB4 Sedan sold for \$374,000
6. 2005 Ferrari 575 Superamerica Convertible sold for \$313,500
7. 1933 Packard Super Eight-Series Coupe Roadster sold for \$308,000
8. 1955 Porsche 356A Speedster sold for \$297,000
9. 1937 Bentley 4 1/4-Litre Fixed-Head Coupe sold for \$286,000
10. 1953 Porsche 356 Cabriolet sold for \$275,000
10. 2005 Ford GT Coupe sold for \$275,000

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